Volume VII, No. 6

66

June, 1931

# SOAJP

with which is included

## Insecticide & Disinfectant Review

Published by MACNAIR-DORLAND COMPANY, INC. 136 Liberty Street, New York

# For Economy Standardize on CITRENE

Use Citrene instead of Citronella in your soaps, cleaners, polishes. Stronger, pleasanter and cheaper.

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HIS Dow product is a pure grade of Paradichlorbenzene manufactured in three grades of crystals (fine, medium and coarse). Its effectiveness is very marked in processes demanding unquestioned uniformity. Deodorant and sanitary specialty manufacturers use it both for the high quality of the product and dependability of supply. Warehouse stocks are carried at strategic shipping centers to insure prompt delivery. Direct shipments are made from our plant. Packed in 200, 100, 50 and 25 lb. drums; and in 10 lb. cans (4 per case), 5 lb. cans (8 per case), and 1 lb. cans (24 per case). We will be glad to quote on your requirements in any quantity.

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A complete range in type, quality and price. Potath Scrub Soap, Pine Cleanser, Pine Scrub and Linseed Soap—each especially compounded for different requirements.

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#### Insecticide & Disinfectant Review

Volume VII

JUNE, 1931

Number 6

Insecticide and Disinfectant Review, which department is included as a section of every issue of SOAP, begins on page 79. News, articles, and editorial opinion on insecticides, disinfectants, and allied sanitary products appear in that section of this publication.

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136 LIBERTY STREET

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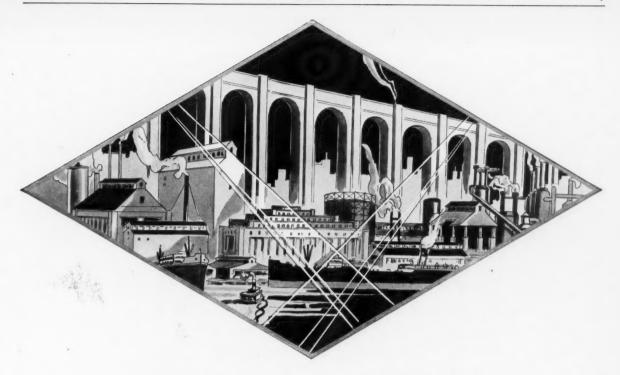
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Whenever you specify "DIAMOND", you specify quality.

Diamond Alkali Company

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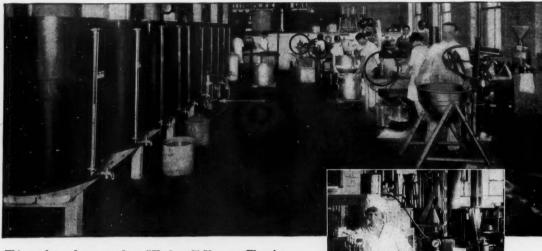


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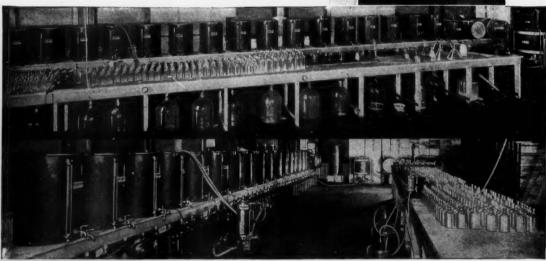
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This page is reproduced from the new, profusely illustrated catalogue of Alsop MIXERS, FILTERS, PUMPS, BOTTLE-FILLERS and GLASS-LINED TANKS. Write for your copy.

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New York City

# A Buckeye Wax for EVERY TYPE of FLOOR!



#### For LINOLEUM, WOOD, TILE, TERAZZO, MARBLE and CEMENT FLOORS

BUCKEYE LIQUID WAX is a perfect emulsion of minutely divided particles of hard wax in a quick-drying solvent of high flash point.

It is so smooth, so perfectly dispersed throughout the liquid, that it will spread easily, quickly and thoroughly to produce an even film over the surface. Requiring only about 20 minutes to dry before polishing, it gives a hard, brilliant, greaseless finish, difficult to mar.

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BUCKEYE AQUAWAX has been developed in our Laboratories for use on any flooring which is made wholly of rubber or which makes use of rubber in its composition.

BUCKEYE AQUAWAX contains a maximum percentage of hard waxes carried in finely dispersed particles in aqueous solution, and will not separate on standing.

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WRITE FOR SAMPLES AND PRICES

The Davies-Young Soap Company Dayton, Ohio

"BUCKEYE"

"BUCKEYE"

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By The Davies-Young Soap Co.

#### **ELKO**

#### Paradichlorbenzene Colorodors

#### For Deodorizing Crystals and Blocks.

Concentrated combined Perfume and Color Bases, especially prepared for perfuming and coloring paradichlorbenzene in one simple mixing operation. Elko Colorodors are absolutely soluble in paradichlorbenzene, thus assuring a finished product possessing uniformity of color and odor. On account of the superior strength of these Colorodors, half the quantity is required to produce desired results.

For Deodorant Crystals: One-fourth ounce of Elko Colorodor is simply mixed or stirred with one pound of paradichlorbenzene. To each pound of perfumed and colored crystals add ½ ounce of Light Magnesium Carbonate and thoroughly mix with same. This addition will assist somewhat in preventing caking of the crystals in shaker cans.

For Deodorant Blocks: Melt your paradichlorbenzene and add the Colorodor in proportion of 1/4 ounce to the pound of crystals. Same is then ready to pour into moulds.

Should you press your blocks, perfume and color your crystals as suggested above and they are immediately ready to press. In this case do not add the Magnesium Carbonate, which is suggested only for crystals when sold in that form.

#### Series P. D. 1

#### \$5.00 per pint.

#### Aroma des Fleurs (Blue) Chypre (Green) Eau de Cologne (Green) Fleur de Mai (Yellow)

#### For high quality products.

French Bouquet (Green) Jasmin (Yellow Golden) Lily Valley (Light Green) Narcisse (Yellow)

#### \$36.00 per gallon.

Orange Blossom (Orange) Pine (Green) Rose (Old Rose) Violet (Violet)

#### Series P. D. 2

#### \$2.50 per pint.

Carnation (Pink)
Cedar-Pine (Yellow)
Ean de Cologne (Green)
Jasmin (Yellow Golden)

#### For popular priced products.

Lavender (Lavender)
Lilac (Lilac)
Narcisse (Yellow)
New Mown Hay (Yellow)
Orange Blossom (Orange)

#### \$18.00 per gallon.

Oriental (Green)
Pine (Green)
Rose (Old Rose)
Violet (Violet)

#### \$1.50 per pint.

# Carnation (Pink) Cedar (Yellow) Chypre (Green) Citron (Yellow) Cologne (Green)

## Series P. D. 3 For chain store products.

Jasmin (Golden)
Lavender (Lavender
Lilac (Lilac)
Muguet (Green)
Narcisse (Yellow)

#### \$8.00 per gallon.

	,
Orange Bloss	om (Orange
Oriental (Gre	een)
Pine (Green)	
Rose (Old R	ose)
Violet (Viole	et)

#### Samples Cheerfully Furnished

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Dealers, everywhere, recognize the ready salability of quality products when attractively packaged in cans convenient to use.

The best looking containers always get the preferred positions in their windows, counter and inside displays. And strong, colorful packages, attractively displayed, are tremendous sales stimulators.

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Dallas, Texas 1118 Praetorian Bidg. Dallas 2-5924

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San Francisco, Calif.

155 Montgomery St. Garfield 7890

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#### WATER SOLUBLE PERFUMES

A completely new line of water soluble pertumes, especially made for use in theatre sprays, has been developed in our laboratories. These new products, which are made in wide variety of odors, may be used from two to four ounces to a gallon, depending on the strength desired in the finished spray. It is only necessary to mix them with tap water. The resulting solution will

be practically clear and will not separate. These water soluble oils are available in three series—priced at \$1.50, \$3.00 and \$5.00 per pound. A few suggestions are given below.

Special Offer—We have a limited quantity of Terpinolene available. This product at 17 cents per pound, will be found very effective in masking harsh chemical odors.

Suggestions

Narcisse
Oriental
Jasmin
Lilac
Rose

Represented in the United States by

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11 East Austin St.

Chicago

# CITR-O-NEL

# 50% Cheaper Better than Citronella!

**No Market Fluctuations** 

5 lb. lots —\$.40 per lb.

50 lb. lots — .30 per lb.

100 lb. lots — .27 per lb.

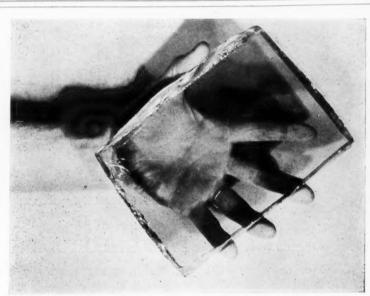
500 lb. drums— .24 per lb.

## FELTON CHEMICAL CO., INC.

599 Johnson Avenue

BROOKLYN, N. Y.

Chicago Office: 1200 NORTH ASHLAND AVENUE



A BLOCK OF HERCULES ROSIN 1% INCHES THICK

#### CRYSTAL CLEAR

The above photograph of Hercules Wood Rosin shows clearly its cleanliness. All Hercules Wood Rosins are just as clean as is this sample.

Hercules Rosins are made in grades varying from B to Commercial Abietic Acid; they are all equally free from dirt.

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They color all your products—

## PYLAM CHLORO COLORS

Fast to Alkali, Light, Tin Heat-Proof and Age Proof

Pylam Chloro colors afford you a real opportunity to cut your color inventory. Anyone of them will color all your soap products.

Cold Toilet Soaps
Milled Toilet Soaps
Soap Pastes
Shampoos
Soap Bases
Liquid Soaps
Toilet Waters
Bath Salts

It certainly will pay you to send for free testing samples.

#### PYLAM CHLORO OPAL

The fastest fluorescent color made.

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The same shade as chlorophyl and much more economical to use.

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A real amber shade, highly concentrated, does not stain.

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A delicate violet color that makes an instant appeal.

#### PYLAM CHLORO SCARLET

A very fine shade that will win an instant response.

#### SEND FOR FREE SAMPLES

#### PYLAM PRODUCTS COMPANY

MANUFACTURING CHEMISTS — IMPORTERS — EXPORTERS

53 PARK PLACE

NEW YORK, N. Y.

# No One Cap

No one style of closure can possibly satisfy, completely satisfy...in all cases, on all points, for every sort of product.

 Granted that this is true, then what? How can you, the buyer, distinguish between the conflicting claims of many styles of closures? Can you even be sure that the closure

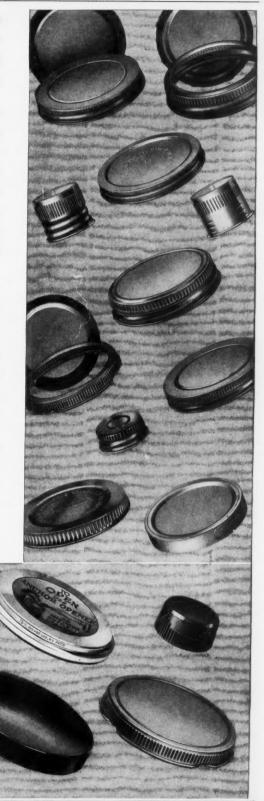
you are using at present really gives you the maximum results—considering your own special conditions?

- Offhand it might seem unreasonable to expect unbiased advice from a person trying to sell you goods.
- Yet we feel that you can get just that—from Anchor. For Anchor is not limited in what it recommends. Is not biased in favor of any one particular type of cap. Is not forced to fit the product (no matter what it may be) to just one or two types of closures.
- On the contrary, Anchor has every reason to be helpful and impartial. For Anchor makes 15 distinct styles of closures. A type to meet every sealing or packaging need. Hence, Anchor can analyze your conditions from every standpoint—package ap-

pearance, convenience to the consumer, sealing efficiency, economical production routine—and then whole-heartedly make recommendations for improvement.

 We will be glad to do this without obligation, of course, and submit to you our suggestions. Samples of your present packages will start us to work!

Anchor Cap & Closure Corporation
22 Queens Street, Long Island City, N. Y.
Branches in all Principal Cities



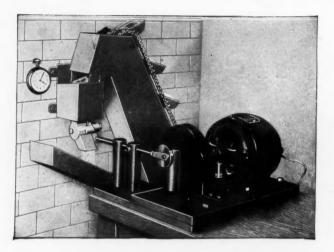
Anchor for every Packing Need

# Powdered Soap Dispensers Never Stood Such PUNISHMENT!



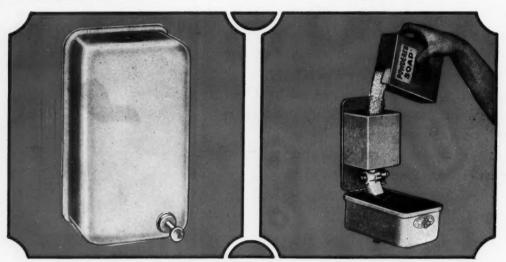
New and improved No. 25

The most unreasonable customer in the world will not expect soap to be dispensed 300,000 times a day! Yet, this Testing Machine definitely proved that these dispensers will operate satisfactorily for years of continuous abuse. Hard usage will not interfere with their good service.



Like a machine gun the plunger attached to the motor hits the Push Button 12,600 times an hour! The Paddle Wheel ejects the same amount of soap powder 210 times a minute!

Such endurance is only made possible by correct engineering construction and ruggedly made parts of the very best materials.



Indestructible No. 31 White Porcelain-on-Steel

Easy to Fill Large Capacity

#### BOBRICK MANUFACTURING CORPORATION

Serving only Soap Manufacturers and Jobbers

219 Fourth Avenue New York City 750 Belair Ave. Montreal, Canada 113 Garey Street Los Angeles, Calif.











# Now is the Season

for Deodorant Blocks, Cakes, Etc.

Fragrantaire Blocks are delightfully fragrant, and the pleasing aroma lasts and lasts and lasts. Cellophane wrapped in the modern manner. Popular sized wall containers to match.





4 oz. cakes round or square in bulk, or individual container for moth control and deodorizing.



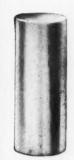
Deodorette cakes in tubes put up under your name if desired. We print your labels in our lown plant.

Give your salesmen something to sell that the public wants. Quick sales and easy reorders help make everyone happy.

WIRE OR WRITE US AT ONCE FOR SAMPLES AND INTERESTING PRICES

CLIFTON CHEMICAL CO, INC.









# OIL YLANG YLANG

#### MANILA-

Both *Monsanto* and *Siegert* brands of Manila Ylang Ylang oil originate in the province of Manila. These oils, distilled from cultivated flowers, are appreciably superior to and not to be confused with so-called "Manila Oils," produced in outlying provinces from wild Ylang Ylang flowers. The full body and fragrance of the *Monsanto* and *Siegert* oils leave no doubt as to their superiority for perfume purposes.

#### MADAGASCAR-

Present attractive quotations for genuine Madagascar Ylang Ylang should command the favorable attention of the soap perfumer. It has been many years since this oil sold at anything approaching today's prices. Our present stock is ample to take care of your requirements both as to quality and price. Let us quote you a price and submit sample.

#### **BOURBON**—

As with Madagascar Oil, the Bourbon type is now offered at very attractive levels. This applies to the Extra and Prime types, the only two grades we sell. Our arrangements with the foremost producers guarantee our receiving and selling only oils of the finest quality.



# UNGERER & CO.

New York

Say you saw it in SOAP!

# SOAP

VOLUME SEVEN

NUMBER SIX

#### Advertising

NOTHING irks us more than a "holier than thou" attitude. Our first reaction is that there must be a hidden reason for the holiness. Yet, we are willing to risk it and to state bluntly that if a number of the advertisements for soaps, tooth paste, shaving cream and cosmetics which we have seen in the daily press and elsewhere, were submitted to us for publication, they would be summarily rejected. Only the ignorance of the public permits a continuation of advertising copy which is misleading and untrue, whether intentionally or accidentally so.

That certain advertisers in the soap and associated fields are sadly in need of a good advertising housecleaning was pointed out here some time ago. Drivel and nonsense are still being fed to the public under the guise of "science." Ridiculous claims are all too common, claims which smack of the scientific, but which are mostly pseudoscientific rot. Technical phrases are used with a free abandon, apparently to mystify and impress a public which is unable to judge the accuracy or inaccuracy of their use.

To those manufacturers of soaps, shaving creams, and tooth pastes,—and let it be said that the offenders are of both high and low estate,—who permit their advertising agencies to write their copy with a free hand, the suggestion of a more rigid censorship might be in order. The type of copy in question cannot emanate from anything except ignorance on the part of the writer or a deliberate attempt to mislead.

This is supposed to be the age of honesty in advertising, but one would never suspect it from certain soap products advertising. The manufacturer is the one to call a halt. Let there be fewer new and startling "scientific" ideas in advertising copy, and more of fact and truth.

#### Sources of Fat

THAT the present fat and oil market situation will correct itself over the next year or two with a gradual rise in prices, is the opinion of some factors in the business. They point out that the law of supply and demand will bring higher prices as a result of curtailed production. On the other hand, developments in the whaling industry this year in the Antarctic have brought some rather startling views from other sources on the future of the world supply of fats.

Less has been heard of conservation of the supply of whales since the reports came from the Antarctic late in the past season that packs of unprecedented size had been discovered in new areas, and that there still remain some millions of square miles which have never been worked by the whalers. Questions are raised. Is the supply of whales in the Antarctic far greater than is generally believed? of sufficient size so that breeding replacements will permit a catch of four or five million barrels of oil per season without a material reduction in the whale pack? If the answer were in the affirmative, it would mean an actual revolution in the fat

sources of every consumer in the world over the next decade or two. It would mean the permanent elimination of much vegetable oil production. It would mean hardened whale oil in every soap kettle in the world eventually. It would mean so many things that they are difficult to conceive at one time.

Looking back on the early history of America when the buffalo herds were so tremendous that they took two and three days to run past a given point, when the flocks of wild pigeons were so great that they darkened the sky for miles in all directions, when seals and whales abounded in the North Atlantic,—the evidence seems to stand against the whale as a permanent source for the main supply of fat for the world's needs. At the same time, the reports from the Antarctic this year have been none too reassuring to vegetable and animal fat producers when they look to the future of their industries.

#### Retail Bulk Soap Chips

SOAP chips sold by the pound in paper bags over the retail counter,—shipped to the retailer in barrels and weighed out in bulk as each sale is made! This, according to Canadian reports, is the method being used there to get soap to the consumer at a lower price. A trial is stated to have been quite successful in moving a considerable quantity of chips. Although there may have been some initial success in certain parts of Canada in reverting to sales and distribution methods of fifty years ago, we believe that for the great part of the Canadian and American markets, the factory-packaged soap chip will continue to play the leading role.

Soap chips in barrels in the retail store have all the disadvantages of the old-fashioned sugar barrel, flour barrel, cracker barrel, and other bulk products. In the average retail establishment, the time element alone in handling, weighing, packaging, is a serious drawback. In a busy chain store, we picture bulk chips as out of the question. And how far will the consuming public go in accepting bulk goods when they have been educated to demand trade-marked packaged products? In unbranded bulk goods, the door is open

to any grade or quality. Established branded products have developed their own consumer acceptance on a basis of known quality.

If bulk chip soap is warranted solely because of the lower price at which it may sell, then packaging, merchandising, and advertising practice of a great many companies in all parts of the world has been wrong for the past quarter-century. As we see it, this bulk soap sales method is a case of opportunism gone wrong. It is distinctly a step backward.

#### The Dawn On Liquid Soap

PPARENTLY the dawn is breaking A among liquid soap manufacturers as a group. They are beginning to realize that the time has arrived for some radical changes in the way their products are sold. To hear some parts of their own industry characterized as a "racket" may not be altogether pleasant, but it is nevertheless true. If selling a liquid soap to one consumer for fifty cents per gallon and the self same soap to another for two dollars per gallon is not a "racket," then it borders very closely on the questionable. Manufacturers who make standard quality liquid soaps and sell them at standard prices are the ones who appreciate most the shortcomings of many present merchandising methods with which they have to compete.

As was pointed out during a discussion on liquid soaps at the recent Chicago meeting of the Insecticide & Disinfectant Manufacturers Association, the surface of the potential demand for liquid soaps has not even been scratched. The consumption could be increased many fold, but the increase cannot come under present conditions of wide quality variation, and at any price the traffic will bear. In the first place, the quality of most soaps must be improved very materially, and in the second place, each manufacturer must establish and maintain within reason something resembling a price list for his goods. A dozen vicious practices must be eliminated. The sooner these changes are made, the sooner will the industry as an industry benefit from them.

## TRISODIUM PHOSPHATE

By FOSTER D. SNELL

DURING the past few years, trisodium

important detergent in the American market

both for household and industrial purposes.

Dr. Snell, whose work in detergent chemistry

is well known, was a pioneer advocate of the

use of trisodium phosphate for commercial

detergents. The investigations of his laboratory

on this product have been extensive. In

preparing this summary of its detergent prop-

erties for SOAP, he desires to refer to his

original paper in the May, 1930, issue of

Industrial & Engineering Chemistry on tri-

sodium phosphate. - - - - - The Editors.

phosphate has become an increasingly

HE wide use of trisodium phosphate is based on three characteristics of this salt. Its solution in water is moderately alkaline, more strongly so than similar solutions of either soda ash or modified soda, and this alkalinity is well buffered against neutralization. It has the property of forming insoluble phosphates

so that it may be used to remove certain inorganic salts from solution by precipitation. It is a good emulsifying agent for many types of oils and greases.

The process of manufacture is essentially the neutralization of phosphoric acid and subsequent crystallization. For economic reasons it is desirable to neutralize in two stages as follows:

Na<sub>2</sub>CO<sub>3</sub> + H<sub>3</sub>PO<sub>4</sub>→

Na<sub>2</sub>HPO<sub>4</sub> + H<sub>2</sub>O + CO<sub>2</sub>

Na<sub>2</sub>HPO<sub>4</sub> + NaOH→

Na<sub>3</sub>PO<sub>4</sub> + H<sub>2</sub>O

The phosphoric acid used may be of variable purity and concentration.

Phosphoric acid containing about 45% P<sub>2</sub>O<sub>5</sub> is added at the surface of a tank containing a hot solution of soda ash. The batch is heated to boiling and maintained at the boiling point until all of the carbon dioxide formed has been driven off. The solution of disodium phosphate obtained is diluted and filtered through a plate and frame filter press at a temperature of 85-100° C. Caustic soda is added to the clear filtrate obtained, an excess over the amount necessary for exact neutralization being used. The filtrate is pumped to crystallizers where the temperature of the solution is lowered and about 70% of the salt crystallizes out. The crystals are dried in a rotary drier, cooled and then screened and distributed to storage bins in four sizes. (The manufacturing processes were given in detail in the article by the author in "Industrial and Engineering Chemistry," 23, pg. 470, 1931.—Ed.)

A recent development in the trisodium phos-

phate industry is the production of a spray congealed grade. This has the same composition as the usual crystalline form, but comes on the market in the form of globular particles carefully graded as to size. It sells without premium as a competitive grade to the crystalline form. It is produced by spraying the clear trisodium phos-

phate solution of a properly adjusted concentration from the top of a tower through a clear fall of 70 feet. During this fall the liquid particles congeal and assume a spherical form. Various sizes are produced by variation of temperature and concentration of the liquid. The product collected on convevor belts is screened to classify as to size.

This spray congealed form cannot, of course, replace the crystalline form in products al-

ready established. The purchaser of such products finding it in a new physical form might infer that there had been a change in composition and such a change might undermine his confidence in the product. For new products, however, this offers a very attractive form which has promising commercial possibilities. In some cases, products are offered in which the spray congealed trisodium phosphate is given a distinctive coloring in the process.

In the commercial form, while stated to be Na<sub>3</sub>PO<sub>4</sub>, 12 H<sub>2</sub>O, there is a tendency toward the presence of a small excess of free sodium hydroxide. This is in no way objectionable in the small amounts so present. As with all crystalline products, one problem is that of caking. In general, coarse crystals are produced because the caking tendencies are less. Government specifications require that at least 50 per cent of the product pass 10 mesh and be retained on 100 mesh.<sup>5</sup>

<sup>5.</sup> Federal Specification Board Specification 558.

THE introduction of other salts to form double salts with trisodium phosphate tends to reduce this caking. At least one manufacturer's product contains sodium fluoride which serves that purpose. Other double salts with sodium chloride, sodium borate, sodium hypochlorite, etc., have been produced, a typical one having approximately the formula 5(Na<sub>2</sub>PO<sub>4</sub>, 12H<sub>2</sub>O), NaCl<sub>1</sub>. As might be predicted, the electrometric titration curve of this saline trisodium phosphate falls uniformly below that of normal trisodium phosphate.

It is highly desirable that the crystals have sharp, even surfaces. Caking can be predicted when crystal surfaces are rough and uneven. Moisture absorption by trisodium phosphate does not start at room temperature until the relative humidity is about 60-65 per cent. At 100 per cent relative humidity, it is rapid, but in all cases is lower than with anhydrous sodium carbonate.

Another method of obtaining desirable physical properties has been to spray congeal the product. This gives a smooth, globular product with few points of contact, which is correspondingly free flowing. An offsetting disadvantage is that a lower ratio of surface to mass causes it to dissolve in water more slowly than the crystalline form.

When used in admixtures with other salts the comparative characteristics of the two salts must be considered. The other salt must under no conditions be a hydrate or a salt which forms a hydrate unless it is already in the highest degree of hydration. As an example, mixtures should not be made of trisodium phosphate and soda ash because intercrystalline, transfer of moisture from one lot of crystals to the other will cause caking. Trisodium phosphate and sal soda may be mixed because each is in the fully hydrated form. Much trouble with package goods, both with and without trisodium phosphate content, is attributable to failure to consider this basic principle of physical chemistry.

The most recent reduction figures available are given in Table I.

Table I-Production Figures for Trisodium Phosphate

Year	Production tons	Value dollars	Average value per ton
1927	63,531	4,524,595	\$71
1929	82,045	5,008,815	\$61

A decline in average value in a period of generally advancing prices is indicated. The distribution of consumption in 1927 was as shown in Table II.

Table II-Consumption of Trisodium Phosphate in 1927

	Pounds	Percent of total
New England	3.411.339	3.11
	34,253,088	31.21
	37,475,365	34.11
South Atlantic and East South		
	10,712,654	9.75
West South Central	464,890	0.42
West North Central	11,336,824	10.32
Mountain	8,829,578	8.04
Pacific	3,349,751	3.04
Total1	09,863,489	100.00

Imports in 1926 totaled only 664 tons as compared with exports of 1,000 tons, mainly to Canada.

A MATERIAL may be valuable as a detergent if it possesses one or more of the following properties: high pH value, well buffered in fairly dilute solution; marked lowering of interfacial tension against oils and solids: marked emulsifying power. The alkalinity cannot be measured by the amount of the salt dissolved since the alkalinity of different salts is not directly proportional to the amount of material in solution. There is an equilibrium reached, which, in the case of the trisodium phosphate, is represented by the following equation.

$$Na_3PO_4 + H_2O \implies NaOH + Na_2HPO_4$$

Since this is in equilibrium and since the sodium hydroxide present will be completely ionized, the extent of the reaction is readily measurable by determining the amount of hydroxyl ion present. This is most conveniently expressed in molar concentrations (COH). A more common method of expression but one which is far less clear and less significant is the pH value. This is obtained by converting the Coh. value into a logarithm to the base 10. With its negative sign removed, this value subtracted from 14 gives the pH of the solution. This is confusing because due to its logarithmic nature, the increase in alkalinity to go from pH 9 to pH 10 is only onetenth of that required to go from pH 10 to pH 11 and only one hundredth of that required to go from pH 11 to pH 12. This is not apt to occur in the mere inspection of pH date, even to a person quite faimilar with the derivation.

TABLE III.—COMPARATIVE pH and Con Values of Alkaline Detergents.

		0.033 per cent 0.66 per c solution solution		
	pH	Сон	pH	Сон
Sodium hydroxide	11.85	0.0071	12.90	0:0794
Trisodium phosphate	10.80	0.0006	11.45	0.0028
Sodium carbonate	10.65	0.0005	11.20	0.0016
Sodium oleate	10.20	0.0002	10.20	0.0002
Modified soda	10.00	0.0001	10.00	0.0001

This may be slightly clarified by reference to Table III in which are shown both the pH the COH values of several common alkaline de-

<sup>1.</sup> Booth, Gerber and Logue, U. S. Patent 1,688,112 (1928).

tergents. It is clear from this table that a higher pH or CoH value can be obtained with a reasonable amount of trisodium phosphate than with any detergent other than sodium hydroxide available to the general public. As a detergent, the concentration used in practice does not ordinarily exceed 1 per cent, a common figure being 1 ounce per gallon of water.

The lowering of the interfacial tension against oils or solids by trisodium phosphate is not marked as compared with other detergent alkalies. It is not sufficiently poorer, however, to react against its use. For emulsifying oils the statement has repeatedly been made that trisodium phosphate has remarkable properties. Experimental work in our laboratory, to be published in detail later has shown that it approaches in emulsifying power the properties of a colloidal emulsifying agent. No satisfactory explanation of this emulsifying power is available at the present time.

#### Displaced Borax

TRISODIUM phosphate has almost entirely displaced borax as a household detergent and is definitely displacing sodium carbonate for that purpose. It is probably impossible to estimate the number of manufacturers of household detergent products having trisodium phosphate as a base. One large manufacturer packs it without admixture and advertises on a national scale. Another product sold similarly differs only in the addition of a fraction of a per cent of perborate. Others are admixtures in almost any imaginable proportion with high and low titer soaps, soda ash and even with modified soda. It is used in dishwashing for everything from the finest glassware and silver to greasy or burnt pots and pans. In the proper concentration, it is useful for cleaning painted woodwork or walls, furniture, marble, tile, cement, linoleum, rubber, wood floors, and shelving. When used in cleaning woodwork or other polished surfaces, it removes the oil film which gives the polished effect. The wood must therefore be polished with an oil polish after cleaning to give the required gloss.

As a laundry soap builder, the use of trisodium phosphate has been limited by its price. For this purpose, the total alkalinity available is utilized to a much greater extent than in most uses of alkaline salts. The amount of trisodium phosphate required is therefore relatively high. Despite that fact, at least two widely distributed soap builders are composed largely of trisodium phosphate. It has also been recommended for

fine laundering in the home. A related use is in kier boiling in the textile industry where the presence of trisodium phosphate by reaction with iron removed from the kier by the caustic soda prevents its damaging the fabric by production of kier stains.

It is sold directly in large quantities for use in factories to remove oil and grease and other stains both from clothing and from machinery. One peculiar detergent use of trisodium phosphate is in the laundering of greasy overalls. The basis of its unusual efficiency is believed to be the fact that calcium soap is often used for bodying of grease. The calcium soap reacts with trisodium phosphate to form calcium phosphate and sodium soap and the latter then acts as a detergent.

A large use is in institutions such as hotels and restaurants where an antiseptic cleaner is necessary. Trisodium phosphate is superior to soap for antiseptic cleaning because it is able to thoroughly remove grease while soap often leaves a film in which bacteria may grow. Cleaning of milk tanks, pipelines, pasteurizers, etc., with soap tends to leave a deposit containing traces of milk. This antiseptic property of trisodium phosphate is especially important in such places where the presence of any bacteria must be eliminated.10 For germicidal purposes neither the pH nor the concentration of the alkaline salt alone is the determining factor.7,8,9

The cleaning of metals, particularly prior to electroplating, furnishes an important market. Any film of grease of fatty acid is distinctly objectionable in this case. Unlike household and laundry detergency, the use of sodium hydroxide is not necessarily objectionable. In this field, nevertheless, trisodium phosphate has found extensive use. It is sold either alone or admixed with caustic soda, soda ash and soaps. cleaner in garages, it is used on metal work and running gear. It is often recommended for use on car bodies, but such use is not advisable. A nationally distributed radiator cleaner is perfumed trisodium phosphate.

The effect of trisodium phosphate on the hands is one limitation on its detergent use. To some it is nonobjectionable while others find that it causes a serious attack on the skin. Comparative tests by measurement of the rate of hydrolysis of standard hide powder do not indicate that its effect is much more serious than that of other household alkalies, and, as would be expected, its action is not at all comparable to that of sodium hydroxide.

Many users of detergents lack confidence in trisodium phosphate because it produces no suds. That probably hinder its sale, particularly for (Turn to Page 115)

<sup>7.</sup> I evine, Buchanan and Toulouse, Iowa State Coll. J. Sci. 2, 19-29 (1927).
8. Levine, Peterson and Buchanan, Ind. Eng. Chem. 19, 1938-40 (1927).
9. Levine and Buchanan, Am. J. Public Health, 18, 1361-8

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# Some Aspects of Soap Purchases by the Navy

By Frederick Krassner\*

Chief Chemist, U. S. Naval Supply Depot

RACTICALLY every standard type of soap or cleanser used commercially is used in the Navy. Each type of soap is subjected to tests to determine its suitability for the purposes intended, and to ascertain whether specifications have been met. It should be borne in mind that soaps are used for many purposes, and that a soap which may be highly satisfactory for a certain purpose may be unsuitable elsewhere. In evaluating soaps, a number of factors apart from their chemical composition must be taken into consideration. The various types of such products purchased, the specific uses for each type, certain standards of quality, and some of the methods used by the Navy in judging these will be discussed herein. In view of the fact that the matter of cleanliness is of paramount importance in the Navy, and cleanliness is maintained by the adherence to rigid sanitary principles, the important role of soaps and cleansers in accomplishing this objective will be realized.

During the World War, laws were passed by some of the European governments, defining what could be sold as soaps and soap powders, due to the variety of products that were sold in this category. The Navy Department uses as its guide leaflet specifications, most of which are based upon Federal specifications. The following varieties are listed: castile, chip, grit, and laundry soaps, the latter being divided into fresh water, liquid, and powdered forms. Salt water soap, liquid, white floating soaps, soap powders, and scouring compounds are also included. Among the cleansers are listed: caustic soda (lye), soda ash, and tri-sodium phosphate cleaner.

The composition of commercial soaps includes,

<sup>\*</sup>In Navy Business, First Ortr. 1931. (Extracted).

in addition to the alkali salts of the fatty acids and the impurities introduced by the raw materials, certain other substances which are added for purposes such as increasing detergency and cleansing power. These are known as building substances and include such compounds as sodium carbonate, borate, silicate, sand, infusorial earth, etc. When these are added for legitimate purposes and in the amounts specified, they are acceptable additions. When, however, as is sometimes the case, soaps are found to contain adulterants which contribute nothing but weight and are insoluble in water, such ingredients are considered objectionable and their corresponding soaps of inferior grade. Such additions are classed as "makeweights" and are barred by specifications.

The presence of free alkali is tested for in all soaps, inasmuch as an excess is unsatisfactory, especially in toilet soaps. Very small percentages are included in specifications in terms of the maximum amount permissible, from 0.1-0.5 per cent, varying with the type of soap, and tests are performed to guard against the presence of any excess. It might be stated that in most deliveries only traces of this ingredient are usually found, indicating that a commercial product containing very little free alkali is readily obtainable.

MOISTURE content of soaps is an important factor in their evaluation, and the moisture determination which is included under the heading of matter volatile at 105 C is performed on all deliveries. The fact that most soaps are purchased and paid for on the basis of net weight, renders the exact determination of importance. Of equal importance is the matter of obtaining representative samples from deliveries, such that will thoroughly indicate the actual moisture content of the shipment. In this connection the specifications for the various types of soaps provide for the exact method of sampling, and for placing of samples in hermetically sealed containers prior to test, so that no extraneous moisture may enter. The method followed for the actual determination of matter volatile at 105 C is also outlined in all specifications. This is true in general of the various other methods used also.

It is apparent in the large quantities purchased that an excess of moisture would amount to an appreciable factor, inasmuch as water is obviously cheaper than soap. Slight variations in moisture content, however, are taken into consideration and corresponding adjustments made. For example, specifications for laundry soap state that:

"Net weight only shall be paid for, provided the matter volatile at 105 C does not exceed 34 per cent. With deliveries containing more than 34 per cent, but not exceeding 36 per cent of matter volatile at 105 C, settlement shall be made on the basis of 34 per cent of matter volatile at 105 C, that is, sixty-six one-hundredths of a pound of non-volatile matter shall be considered one pound of soap. Examples:

"1. Yield 33 per cent of matter volatile at 105 C pay for net weight.

"2. Yield 35 per cent of matter volatile at 105 C; percentage of net weight to be paid for is calculated as follows: (100 — 35)  $\times$  100/66 equals 98.48 per cent."

Matter volatile at 105 C is used as a basis for calculating the percentages of other ingredients present, which for the above type of soap would be computed on the basis of 34 per cent of volatile matter.

TENERAL physical characteristics such as odor and appearance of soaps are factors that are taken into consideration in judging all soaps. A rancid or disagreeable odor which might be due to the use of decomposed fat in the preparation of the soap is considered objectionable. Discoloration, such that the appearance of the soap is unsightly, or marred, is likewise unsatisfactory. As regards the actual working or cleansing power of the soap, the exact evaluation of this property is not a simple matter, although in the final analysis, this is the most important property of the soap. The general lathering qualities of all soaps are determined roughly in fresh and salt waters, both hot and cold, good lathering quality being an essential requirement that must be met. As a matter of fact, however, there does not appear to be any purely physical test that can be applied in grading commercial soaps, independently of a chemical analysis. This is probably due to the fact that an entirely acceptable theory of the detergent action of soaps has not as yet been established. As a result of experiments in this direction, certain facts, however, that are of assistance in measuring the effectiveness of soap solutions from a comparative standpoint have been established. The property of having a low surface tension is a good criterion of detergent power, the lower the surface tension the better the detergent properties of the soap, in general. The addition of sodium carbonate tends to lower the surface tension and accordingly increases detergency. hence its inclusion in specified amounts is permitted in certain types of soaps. However, an excess beyond the specified amount must be guarded against, inasmuch as it is not desirable to purchase soda at soap prices. In connection with ascertaining the cleansing value of soaps, an interesting laboratory method based upon the use of carbon black has been worked out in which the amount of carbon (lamp black) washed through a filter is determined, and the resulting "Carbon

Number" taken as a measure of the detergent action. The foregoing test, while not used ordinarily, is sometimes resorted to when a special investigation is being carried out as to the comparative merits of soaps, and is mentioned here in connection with available physical methods for examining soaps. Chemical tests, however, are relied upon mainly and are the tests upon which rejections or acceptances are based. The nature of these chemical tests, other than those previously mentioned, varies somewhat with the type of soap under test.

FOR example, in the testing of castile soap the nature of the oil used must be ascertained, in view of the fact that specifications require a pure olive oil castile. The determination of conformity with this requirement involves the separation of the fatty acids and obtaining certain constants on the latter to ascertain if these correspond to those of pure olive oil. The term castile soap has been subjected to considerable controversy of late before the Federal Trade Commission, due to the fact that the name has been applied, whether rightly or wrongly, to some soaps which contain little or no olive oil soap. There are on the market green olive oil soaps largely used in the textile industry and as the base of some cheap toilet soaps. These soaps are made from olive oil foots. The Navy Department, however, specifies a highgrade olive oil castile, for which the sole source of the fatty ingredient must necessarily meet the requirements for pure olive oil. It may be of interest to know that one of the uses of castile soap in the naval service is for washing and cleaning airplane material for which a mild, neutral soap is needed. This soap is purchased in long bars of approximately four pounds each.

Salt water soap is a favorite cleanser on board naval vessels, as is apparent from the quantities used. The extensive use of this soap is rendered necessary to meet the needs of a soap that will lather readily in salt water and will be less easily precipitated than ordinary soaps. The fatty ingredient of salt water soap is composed entirely of cocoanut oil and tests are made accordingly for the presence of the fatty acids of this oil, as indicated by the constants obtained. The acid number of the fatty acids is characteristic in this respect.

A WORD about modern laundry practices in the Navy might be appropriate here to point out the modern types of laundry compounds used. The various battleships, tenders, colliers, oilers, cargo, store, and ammunition ships in the naval service are equipped with modern laundry appliances, conforming to specifications approved by the Navy Department. Such equipment in general includes washers, extractors, stationary washers, and starch cookers of various sizes, the allowance

being based on the complement involved. In line with the foregoing, cognizance is taken of the fact that modern laundry procedure demands soaps that will dissolve quickly and that can be readily added in definite measurable quantities. Chip soaps and powdered soaps (powdered chip soap) fall into this category and correspond to the commercial product used in modern laundries. Ships' laundries are operated under what is known as a ships' service account, standard commercial brands of soaps being purchased for this division. Exact figures of the quantities used in this connection are not available.

The quantities are those purchased under regular contract and upon which tests for conformity with specifications are conducted. Chip soap purchased in this manner must be "suitable for highgrade laundry work with soft water. It should be made from fats and soda, without rosin, and be as free as possible from substances other than true soap." The ordinary bar laundry soap is permitted to contain rosin, which increases the lathering qualities to some extent. An excess of rosin, however, is guarded against, due to the stickiness imparted to the soap, and the tendency to harden the fabric washed. Powdered soap is very similar in composition to chip soap, the preparation of this soap differing from that of chip soap only in respect to the final process, which for the latter involves running through granite calendar rolls. reducing the product to thin flakes or chips, or through disintegrators which pulverize it to a fine powder.

Powdered soap should not be confused with soap-powder, which is a soap product containing comparatively large amounts of soda ash, and smaller quantities of anhydrous soap. Both of the foregoing are in powdered form, and differ mainly in that the powdered soap is an approximately 88 per cent neutral soap in powdered form, whereas the soap-powder is a strongly alkaline soap compound. The important constituent tested for in the soap-powder is the amount of anhydrous soap, the minimum requirement for which must be met, it being cheaper to substitute soda for soap. In the large quantities in which this product is purchased this might add up to an appreciable factor.

Scouring compounds are purchased in cakes and powdered form for use in cleaning and polishing glass and enamel, and for general scouring and scrubbing purposes, depending upon the type specified. The laboratory tests for this type of compound include among other things examination of the abrasive material used, which must be of a certain fineness and, depending on the type, should consist of either quartz or feldspar, the former being more economical but also coarser

(Turn to Page 67)



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# SOAP ANALYSIS

#### Methods for Unsaponified and Unsaponifiable Material Reviewed and Checked by Cooperative Analyses

By H. P. TREVITHICK\*

N 1922, a complete set of soap methods was adopted by a committee consisting of representatives of various American soap manufacturers and the Bureau of Standards, etc., under the leadership of Archibald Campbell. These methods were given to this committee for review. The most pressing problems apparently were the determination of the unsaponifiable and unsaponified matters in soap samples. The methods prescribed the use of ethyl ether in these tests. The use of this solvent has many disadvantages; first, the soap is soluble in the solvent, and is carried into the other solution, from which it must be removed by washing with water, but then the water washings must be extracted again; second, it is apt to cause troublesome emulsions which are difficult to break; third, due to the fact that alcohol and ether readily dissolve in each other in all proportions, the soap solution must be an aqueous one, free from alcohol. This causes hydrolysis of the soap, and consequent liberation of fatty acids and caustic, the fatty acids dissolving in the solvent and thus going into the extract. The weight of this extract must be corrected, by dissolving in petroleum ether to ensure freedom from soap (this ingredient must be weighed and allowed for if present) and then titrating with caustic alkali in neutral alcohol solution to obtain the correction for fatty acid content. This last correction frequently is so large that it represents 80 or 90% of the total residue, and in our opinion, is so large that it destroys practically the value of the whole test.

Petroleum ether does not have these disadvantages, as soap is only slightly soluble in it, hydrolysis in the 50% alcoholic solution is almost negligible, and emulsions are not easily formed. It is also the standard solvent in the F.A.C. methods for fats and greases. We, therefore, decided to check this method on soap.

Two samples of soap, a straight tallow soap, and the same tallow soap containing 20% rosin, were prepared by one of our members, Mr. W. A.

Peterson, and mailed to the members with instructions to make the following tests on each:

A.—Determine the unsaponified plus unsaponifiable by petroleum ether by the method of the Committee on the Analysis of Commercial Oils and Fats of The American Oil Chemists' Society and the American Chemical Society, usually referred to as the F. A. C. Committee.

B.—After completing the extraction, remove the alcohol by evaporation, redissolve the soap in water, and extract three more times with ethyl ether correcting the extracts for any fatty acids and soap present.

C.—Determine the same constituents by the straight method as prescribed by the American Chemical Society method using ethyl ether and making the usual corrections.

Of course, it was not necessary to saponify the sample in any of these tests above, but simply to start by dissolving the soap in the required solvent and then to extract.

Then determine the unsaponifiable matter by the same three methods, A, B and C, of course, saponifying the soap, etc. Also the moisture content was to be determined.

The results of these tests by seven analysts are shown in Tables I to IV. Four of the members of the committee have not yet been able to complete the work for various reasons. Each table shows the average value, and the maximum and minimum values for each column, and the gross and corrected or net figures for each test as reported.

IT is seen that the "F.A.C." method gives quite concordant and consistent results in all four tables, the deviations being not more than would be expected from the work of different collaborators, in most cases the necessary corrections being minor. In this test, the material is extracted from a 50% alcohol solution which tends to depress, if it does not completely eliminate, hydrolysis of the soap.

The additional extractions with ethyl ether, the results being shown in the 3rd and 4th columns, gave rather fantastic results, the gross results

<sup>\*</sup> Before American Oil Chemists' Society, New Orleans, May, 1931. Report of Soap Committee; H. P. Trevithick, chairman.

varying from 0.20 to 3.81 on Table I, 0.12 to 1.60 on Table II, 1.29 to 4.74 on Table III, and 0.74 to 1.98 on Table IV, while the net corrected values ran 0.0 to 0.25 on Table I, 0.0 to 0.25 on Table II, 0.0 to 0.74 on Table IV, the corrections being many times the net results in most cases, so that it seems probable that the net results should be negligible in all cases.

The results by the straight official method as at present prescribed also show very large corrections, the gross values varying from 1.86 to 2.93 on Table I, and from 2.89 to 6.53 on Table III. The net values also show large variations, which are due we believe to the difficulties inherent in the method, the length of time required (several days) and the number of pieces of apparatus required, with consequent enhanced chances of loss, spillage, etc.

In all four tests, the petroleum ether extract seems somewhat less than the ethyl extract, but this may be partially due to the fact that the corrections as applied to the ethyl ether method are not sufficiently exact. Further, we believe that no method should be adopted where the corrections are much larger than the net results, as the chances of errors creeping in are too great.

WE, therefore, recommend that these methods for the determination of unsaponifiable, unsaponified plus unsaponifiable, and unsaponified saponifiable matter be rewritten to agree with the F. A. C. procedure. The methods, as we suggest them, are as follows:

Unsaponified and Unsaponifiable Matter:

Extraction Cylinder:

The cylinder shall be a 250 cc. glass stoppered cylinder about 35 mm.  $(1\frac{3}{8}")$  in diameter and about 30 cm. (12") high.

Petroleum Ether:

Redistilled petroleum ether, boiling under 75°C, shall be used. A blank must be made by evaporating 250 cc. with about 0.25 gram of stearin or other hard fat (previously brought to constant weight by heating) and drying as in the actual determination. The blank must not exceed a few milligrams.

Determination:

Weigh 5 grams ( $\pm 0.2$  gram) of the prepared sample into a 250 cc. Erlenmeyer flask or beaker which contains approximately 0.1 gram bicarbonate of soda, and dissolve in 100 cc. of 50% redistilled ethyl alcohol. Warm and shake to effect solution, keeping the temperature under 60°C, and filter off any undissolved residue on a Gooch crucible with an asbestos pad or in a funnel using an asbestos pad deposited on a perforated porcelain disc. Wash three times with hot 50% alcohol and then with 5 cc. of hot 95% alcohol. Wash with a small amount of petroleum ether to

remove any traces of unsaponified and unsaponi-Transfer the entire alcohol-water and ether filtrate to the extraction cylinder and make up to the 160 cc. mark with 50% redistilled ethyl alcohol. Add 50 cc. of petroleum ether, shake vigorously for one minute and allow to settle until both layers are clear. The volume of the upper layer should be about 40 cc. Draw off petroleum ether layer as closely as possible by means of a slender glass siphon, into a separatory funnel of 500 cc. capacity. Repeat the extraction at least six times using 50 cc. of petroleum ether each time. Wash the combined ether extracts in a separatory funnel first with a mixture of 15 cc. of N/10 sodium hydroxide solution and 15 cc. of 95% alcohol, and then three times with 25 cc. portions of 10% alcohol, shaking vigorously each time. Transfer the petroleum ether extract to a beaker and evaporate off the petroleum ether on a steam bath in an air current.

Test the residue for solubility with 50 cc. of petroleum ether at room temperature. Filter and wash free from the insoluble residue, if any; evaporate and dry in the same manner on the steam bath in a current of air, and finally in an air oven at 101°C for 30 minutes. Weigh and return to the oven, re-weighing at 15 minute-intervals until constant weight is reached. Take up the residue in 50 cc. of warm etyhl alcohol, neutralized to phenolphthalein, titrate to the same color as original neutral alcohol with N/25 sodium hydroxide solution and calculate to oleic acid. Deduct this figure from the gross weight previously found and report as "Unsaponified and Unsaponifiable Matter."

Note: Any blank from the petroleum ether must be deducted from the weight before calculating the unsaponified and unsaponifiable matter.
Unsaponifiable Matter:

Determination:

Weigh 5 grams ( $\pm 0.2$  gram) of the prepared sample into a 200 cc. Erlenmeyer flask. Add 30 cc. of redistilled 95% ethyl alcohol and 5 cc. of 50% aqueous potassium hydroxide and boil the mixture for one hour under a reflux condenser. Transfer to the extraction cylinder and wash to the 40 cc. mark with redistilled 95% ethyl alcohol. Complete the transfer, first with warm then with cold water till the total volume is 80 cc., and finally with a small quantity of petroleum ether. Cool the cylinder and contents to room temperature and add 50 cc. of petroleum ether; and then proceed with the extraction as outlined above under "Unsaponified and Unsaponifiable Matter," except the alkaline wash may be omitted; weigh the residue and correct for fatty acids in the usual manner. Report the result as "Unsaponifiable Matter."

From the total Unsaponified and Unsaponifiable

Matter figure as found above, deduct the Unsaponifiable figure and report as "Unsaponified Matter."

The Committee wishes to emphasize the necessity of thorough and vigorous shaking in order to secure accurate results. The two phases must be brought into the most intimate contact possible; otherwise low and disagreeing results may be obtained.

Note: The above method will not remove all the unsaponifiable matter in soaps to which lanolin has been added. Many more extractions are required when substances of this nature are present.

A. K. Church, L. M. Roeg, W. A. Peterson, R. B. Trusler, C. P. Long, W. D. Richardson, W. H. Burkhardt, M. L. Sheely, M. H. Ittner, H. P. Trevithick, *Chairman*.

(Table I.)

TALLOW SOAP

UNSAPONIFIED PLUS UNSAPONIFIABLE

Analyst	F	A. C.	Ad Ethyl		Amer Chem'l	
zamany se	Gross	Net	Gross	Net	Gross	Net
No. 1	$0.90 \\ 0.97$	$0.34 \\ 0.35$	$0.13 \\ 0.27$	$0.06 \\ 0.11$		
No. 2	$0.36 \\ 0.36$	$0.31 \\ 0.31$	$0.76 \\ 0.90$	$0.26 \\ 0.23$	$\frac{2.86}{3.00}$	$\frac{1.23}{1.08}$
No. 3	$0.51 \\ 0.48$	$0.40 \\ 0.40$	$\frac{1.20}{1.25}$	$0.10 \\ 0.09$		
No. 4 (5 extractions) A		$0.26 \\ 0.26$		$0.0 \\ 0.0$		$0.22 \\ *0.24$
		$0.26 \\ 0.26$		$0.0 \\ 0.0$		$0.26 \\ 0.27$
(7 extractions) B (Stokes Flask used)						
(5 extractions) C		$0.28 \\ 0.26$		$\frac{0.0}{0.0}$ .		
		$0.27 \\ 0.28$		$0.0 \\ 0.0$		
No. 5	$0.42 \\ 0.35$	$0.37 \\ 0.30$	$\frac{0.32}{0.35}$	$0.05 \\ 0.06$	$\frac{2.14}{1.58}$	$0.54 \\ 0.27$
No. 6 No. 7 A	0.56 $0.32$	$0.23 \\ 0.29$	3.81	0.07	1.89	$0.35 \\ 0.68$
В	$0.32 \\ 0.32$	0.30				0.77
AVERAGE	$0.34 \\ 0.49$	0.31	$i.2\dot{s}$	0.08	2.23	0.58
MAXIMUM	0.94	0.40	3.81	0.25	2.93	1.16
MINIMUM	0.32	0.23	0.20	0.00	1.86	0.25

(Table II)
TALLOW SOAP
UNSAPONIFIABLE

				Ad		Amer	
Analyst	Moisture		A. C.		Ether	Chem'l	
		Gross	Net	Gross	Net	Gross	Net
No. 1	2.77	0.30	0.25	0.10	0.05		
		0.30	0.25	0.13	0.06		
No. 2		0.26	0.18	0.74	0.28	1.30	1.19
		0.26	0.19	0.66	0.22	1.22	1.13
No. 3	3.45	0.32	0.32	0.83	0.02		
		0.29	0.29	0.73	0.08		
No. 4. A. (	5 extractions)		0.24		0.0		0.20
			0.24		0.0		0.23
			0.24		0.0		0.24
			0.24		0.0		0.25
	extractions)						
	(5 extractions)						
	3.58		0.26		0.0		
	3.56		0.24		0.0		
	3.59		0.25		0.0		
			0.26		0.0		
No. 5	3.55	0.24	0.24	1.97	0.08	1.22	0.32
	3.49	0.27	0.27	1.22	0.03	1.42	0.37
No. 6		0.48	0.18	0.42	0.09	0.48	0.09
No. 7. A.	2.52	0.29					
	2.60	0.28	0.29				0.50
B.		0.26					
		0.28	0.27				
C.		0.24					
-		0.28	0.26				
AVERAGE	3.18	0.32	0.25	0.72	0.07	1.02	0.47
MAXIMUM	3.59	0.48	0.31	1.60	0.25	1.32	1.16
MINIMUM	2.56	0.26	0.18	0.12	0.00	0.48	0.09
		0.20	0.4 (0.0)	0.1.	0.00	(A. T. (2)	Or Gas

(Table III)

ROSIN TALLOW SOAP

UNSAPONIFIED PLUS UNSAPONIFIABLE

Analyst	F. A		Ad Ethyl		Ameri Chem'l	
Analyst	Gross	Net	Gross	Net	Gross	Net
No. 1	1.77	1.60 1.66	1.10 1.47	0.84		
No. 2	$\frac{1.73}{1.58}$	1.54	1.80	0.90	6.48	2.81
No. 3	$\frac{1.62}{1.83}$	$\frac{1.56}{1.67}$	$\frac{1.78}{2.44}$	$0.98 \\ 0.58$	6.58	2.80
No. 4. A. (5 extractions)	1.83	$\frac{1.67}{1.51}$		0.02		1.66
i. i. i. catractions)		1.60		0.03		1,66
	****	$\frac{1.60}{1.68}$		0.02		$\frac{1.67}{1.68}$
B. (7 extractions)		1.67				
		$\frac{1.63}{1.65}$				
C. (Stokes Flask used)		1.64				
(5 extractions)		1.60		0.0		
		$\frac{1.61}{1.63}$		0.0	* * * * *	
		1.64	* * * *	0.0		
No. 5	1.44	1.23	2.62	0.62	3.40	1.80
No. 6	1.62	1.31	4.74	0.66	$\frac{3.40}{2.89}$	$\frac{1.80}{2.49}$
No. 7. A	1.08	1.04				2.72
B	1.10	1.00				2.75
AVERAGE	1.49	1.43	2.58	0.53	4.27	2.37
MAXIMUM	1.83	1.67	4.74	0.94	6.53	2.81
MINIMUM	1.09	1.00	1.29	0.00	2.89	1.67

(Table IV)
ROSIN TALLOW SOAP
UNSAPONIFIABLE

	UANS.	ALO.	IL LAD	1212			
				Add'l		American	
Analyst	Moisture	F. A. C.		Ethyl Ether		Chem'l Soc'ty	
		Gross	Net	Gross	Net	Gross	Net
No. 1	0.20	1.60	1.45	0.77	0.74		
		1.60	1.40	0.73	0.73	0.00	4 00
No. 2		1.36	1.30	1.32	0.74	2.80	1.32
		1.42	1.39	1.24	0.70	2.50	1.19
No. 3	0.60	1.63	1.61	1.43	0.53		
		1.61	1.58	1.97	0.67		
No. 4. A. (	5 extractions)		1.51				1.60
			1.50				1.59
			1.54				1.66
			1.57				1.66
B. (7	extractions)		1.60	*			
			1.61				
			1.60				
			1.60				
C. (St	tokes Flask used)						
(5	extractions)						
	0.84		1.52		0.0		
	0.83		1.55		0.0		
	0.85		1.57		0.0		
			1.58		0.0		
No. 5	0.74	1.06	1.06	2.47	0.23	2.97	1.62
	0.69	0.91	0.91	1.49	0.23	2.87	1.47
No. 6		1.25	1.06	0.74	0.15	1.58	0.94
No. 7. A.	1.54	0.90					
	1.50	0.84	0.87				1.72
B.	2100	0.86					
		0.84	0.85				
			ried so		(with	ethyl e	ther)
		Gross 0.91			Net 0.83		
AVERAGE	0.78	1.22	1.28	1.09	0.41	2.02	1.42
			1.60	1.98	0.74	2.82	1.62
MAZIMUM	1.54	1.60					
MINIMUM	0.20	0.85	0.85	0.74	0.00	1.58	0.94
	_	<del></del> 0					

It has been reported in the London press that offers as high as \$70 a ton for substantial unsold quantities of whale oil have been refused by Norwegian whaling companies recently, although previously quantities of oil had sold as low as \$57 ton. This has led to the belief that unsold whale oil would be stored rather than be thrown on the market at unfavorable prices. The Bank of Norway has indicated that it may assist in arranging the necessary financial backing and it is thought that the whalers reached an agreement for storage at a recent meeting in Oslo. It is believed that such a development would bring prices as high as \$90 ton by the end of the year.

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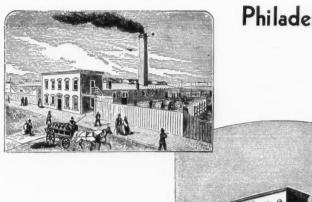
NEW YORK CITY





**PRODUCTS** 

## Soaps to Silicates -



Philadelphia Quartz Co., 1831-1931

Two views of the first factory of the Philadelphia Quartz Company under that name, located at Ninth and Mifflin Streets in Philadelphia.

HUNDRED years ago, a factory for the manufacture of soap and candles was founded by one Joseph Elkinton in Philadelphia. For thirty years, these were the chief items of the plant, but in 1861 there was begun the manufacture and sale of a product which was destined to displace the others and to become commercially important. The product was silicate of soda. Over a period of years, the soap and candle end of the business was gradually overshadowed by the growing production and sale of silicate. In 1904, soap production ceased and soluble silicates became the exclusive products of the company.

On July 21, 1931, Philadelphia Quartz Company will officially observe its 100th anniversary in business. On that same date, in 1831, Joseph Elkinton founded the business at 377 South Second Street, Philadelphia, a property which he had purchased earlier in the year with that purpose in view. The first location was a combined store and dwelling. Shortly after, a factory was built in the rear, soap and candles having been the only products produced at that time. Barter and exchange having been the general practice of the day, entries in Mr. Elkinton's books show many transactions in coffee, cordwood, coal, sand, grease, barilla, carpet, etc., and also foodstuffs such as butter, pork and flour. All of these goods had to be disposed of before a profit could be realized on the original sale of soap or candles.

Joseph Elkinton conducted the business himself for almost twenty years and then was joined by his sons Joseph S., Asa and Thomas. When Joseph S. Elkinton was taken into the firm, in 1855, the name was changed to Joseph Elkinton & Son. At that time soap and candles were being made and sold from the factory, with the store serving as an outlet for the merchandise which had been accepted in exchange.

EARLY in 1858, equipment was purchased which was apparently intended for either manufacturing or experimenting with silicate, for in the first month of 1861, the company's books recorded a sale of three barrels of the new product. The use of silicate in soap by the Elkintons themselves antedated this transaction. Their own experiments to prove the value of silicate as a detergent had attracted the attention of other soap makers. Soon the manufacture of silicate, in the original soap factory, appeared to be supplanting the manufacture of candles, use of the latter having fallen off owing to the introduction of kerosene.

In January, 1862, the founder withdrew from the business, leaving it to be conducted by Joseph S. and Thomas Elkinton under that name. A few months later the first of the company's bulletins appeared, these having since become quite familiar wherever silicate is used. The first



Two of the nine Philadelphia Quartz plants. Above—view of the plant at Rahway, N. J. Right—the factory at Baltimore, Indiana. Other plants at Chester, Pa., Anderson, Ind., Gardnerville, N. Y., Kansas City, Kas., Utica, III., Berkeley, Calif., and St. Louis.



bulletin listed soda lye, candles, cracklings, clothes bluer, starch and alkaline fertilizer along with silicate and fifteen varieties of soap.

THE first plant expansion came in 1864 when a new factory was set up at 9th and Mifflin Streets, Philadelphia. This was the first of nine plants which have since joined the Philadelphia Quartz group. A partnership was formed to be known as Philadelphia Quartz Company, the first time the present company title was used. This new plant was to specialize on silicate of soda, the soap business having been continued at the old plant under the same Elkinton firm name. The partners, Messrs. Greacen and Booth, were brought out by the Elkinton interests in 1868.

Shortly after, the company employed Charles W. Goudy, a soap maker from Marshalltown, Iowa, to demonstrate the use and value of silicate in soap factories throughout the country, Mr. Goudy having previously been an unusually large buyer of Philadelphia Quartz products. He was equipped with a miniature soap plant with which he could produce samples of silicated soap in the buyers' presence and was also prepared to go into the factory for large scale demonstrations. Silicate of soda sales soon began to show marked increases under this new selling method.

Although the adhesive value of silicate was

already known and there had been some use of the product for such purpose, it was with the introduction of the corrugated shipping box in the early nineties that a larger demand for silicate as an adhesive was created.

WILLIAM T. ELKINTON, who is the present chairman of the board, joined the company in 1879. His original wage is recorded as \$4.50 per week. Alfred C. Elkinton, now president of the Philadelphia Quartz Company of California, joined the organization shortly after. In 1904, the company was incorporated as Philadelphia Quartz Company and the manufacture of soap was discontinued. Since then, all efforts have been concentrated on developing the manufacture and uses of silicate of soda.

When it was learned that the proportions of ingredients could be varied to produce widely different properties, useful applications for silicate in many other industries were discovered, and are being discovered. The catalog of silicates today includes thirty-three grades, and still new combinations claim study and experiments. On the threshold of another century, the company is introducing for the first time in commercial form a new industrial alkali, sodium metasilicate.

(Turn to Page 63)

# For Better Cold Milled Soaps

You are urged to try Kellogg's Silver Seal Cochin. This Coconut Oil is specially made for use in high grade cold milled soaps.

It is pure white in color and has no equal for very white and delicate shaded soaps.

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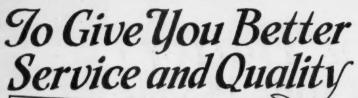
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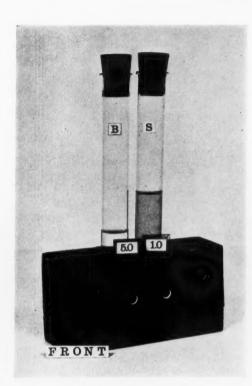
Coconut Soft Butters

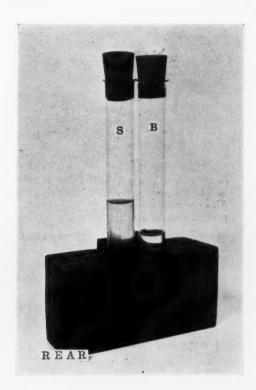
KOLINE 76° Edible Coconut Oil

# Technique Changes in

# THE KREIS TEST FOR RANCIDITY

By A. S. Richardson\*
Proctor & Gamble Company





OOPERATIVE work during the first two years of the committee's existence, showed that no two laboratories could be depended upon to obtain the same result when Kreis Tests were made in the usual way and merely reported as positive or negative.

During the last year, two methods of using color standards and reporting Kreis Test on numerical basis were tried. The results were less erratic than without a color standard, but still did not meet the standards of reproducibility which chemists generally have set for approved analytical and testing methods. Because of this difficulty of obtaining reproducible results, and also because of the somewhat uncertain relation of the test to quality of edible fats and fatty oils, it is not recommended that the Kreis Test be added to the official methods of the American Oil Chemists' Society.

To chemists who wish to make use of the Kreis

Test, the committee informally offers the advice that the habit of reporting the test as positive or negative should be abandoned, and that some method of measuring the intensity of red color should be used.

One of the committee members has found the Ives tintphotometer suitable for reading Kreis Test colors. It is possible to use paper color standards, although there is considerable difficulty in matching them against colored liquids; the committee members have tried to use, with varying success, the P.R. series in the color chart of indicators in the third edition of Clark's "The Determination of Hydrogen Ions." A more positive color match was obtained in our committee work with the use of Lovibond glasses, in accordance with the method described below.

"5.0 cc. of the fatty oil to be tested is placed in a test tube of 0.66 ( $\pm 0.02$ ) inch inside diameter and 5.0 cc. of concentrated hydrochloric acid (specific gravity 1.19) added. The tube is closed with a carefully cleaned rubber stop-

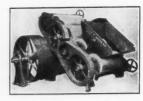
<sup>\*</sup>Before American Oil Chemists' Society, New Orleans, May, 1931. Committee on the Kreis Test.

# **SOAP MACHINERY**

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This 4-roll granite toilet soap mill is in A-1 shape. Latest and largest size



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Quality Used Machinery

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DRYERS — Two Proctor & Schwartz Large Roll Soap Chip Dryers Complete.
Three Proctor & Schwartz Soap

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SOAP CRUTCHERS - Houchin-

SOAP CRUTCHERS — Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 lb., 1200 lb., 1350 lb., 1500 lb., 1800 lb., 3000 lb., 6000 lb. and 10,000 lb.

SOAP PRESSES—Jones, Machinery Designing, & Ralston Automatic Presses for toilet and laundry soap. Dopp, Crosby & Empire Foot Presses. laundry soap. Dopp, Empire Foot Presses. Scouring Soap Presses

GRINDERS & MIXERS — Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc. Schultz O'Neill Mills.

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self-spreader attachments. SOAP SLABBERS-Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

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per and shaken vigorously for 30 seconds. 5.0 cc. of 0.1 per cent solution of phloroglucinol in ether is then added and the tube closed and again shaken vigorously for 30 seconds. Alternatively the oil and the reagents are mixed and shaken in a glass stoppered cylinder, and thereafter transferred to a test tube of standard inside diameter. The tube is allowed to stand until the amount of the lower layer separated is sufficient for the color comparisons outlined below. Separations can sometimes be accelerated by gently turning the tube. The color comparison of each tube should be made within 30 minutes after the beginning of the test.

"A blank test is made, repeating the whole of the above procedure, except that the fatty oil is omitted. The reagents should be of such quality that no distinct red color is developed.

"Without removing the ether-oil layer, place the test tube (S) containing the fatty oil in one of the two receptacles provided in a simple block colorimeter as shown in the accompanying illustrations. In the other receptacle place the tube containing the blank reagents (B). Holding the test tubes in an approximately vertical position, observe them through the two small holes of the colorimeter with a small sheet of white paper held in the line of vision in the background. The observer must not look toward any open window or other bright light, but must view the samples by means of reflected light from the white paper.

"The Kreis Test color is matched against Lovibond red glasses placed in series with the blank reagents. To improve the match in hue, Lovibond yellow is used in series with the tube containing the fatty oil, the units of yellow being ½ the units of red, plus or minus 0.2. A maximum of two glasses of each color is used."

Occasionally a pink color is obtained simply by shaking together the oil, ether and acid. This is a possible complication which may be taken into account by an additional blank test.

The membership of the committee includes: A. K. Epstein, D. M. Gray, W. D. Hutchins, G. S. Jamieson, W. D. Richardson, S. M. Tolman, H. W. Valteich and A. S. Richardson, *Chairman*.

Louis Geismar, formerly connected with Welch, Holme & Clark Co., New York chemical and vegetable oil dealers, is no longer associated with that company. He has not yet made known his future plans.

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Glyco Products Co., Brooklyn, has issued a leaflet on the theory and practice of emulsions, giving working formulae. Copies will be sent on request to interested parties.

#### C-P-P-Co. Acquires Omega Chemical

Colgate-Palmolive-Peet Co. has announced the acquisition of Omega Chemical Co., New York, the purchase price being reported as \$3,000,000. The acquired concern which manufactures a liniment, "Omega Oil," as well as tooth paste and several other preparations, will continue to operate without change in personnel for the present. The Omega Chemical Co. is said to own an interest in Societe Cadum, Paris, which has revived reports of interest in that company on the part of Colgate-Palmolive-Peet.

#### **Hold Squibb Bowling Banquet**

The House of Squibb Bowling League, composed of fifty members of the staff of E. R. Squibb & Sons, Brooklyn, held its second annual banquet at the close of the bowling season on May 12 at Weber's Inn, Sheepshead Bay, New York. President of the League, Milton J. Harnest, presided. The prizes for the year were awarded during the dinner by Frank Zachmann, former president of the league. High individual average was won by Alexander McArthur with William Lieber second. Special prizes were won by Messrs. Becker, Eckberg, Harnest, Goodstadt, and Connolly. At the election of officers for 1931-32, the following were chosen: Austin Heberger, president; L. Mac Pherson, vice-president; Ernest Fracher, secretary-treasurer; William Lieber, statistician. The dinner was followed by an elaborate floor show.

# Oil Trades Outing June 16

All plans have been completed for the annual outing of the Oil Trades Association of New York to be held at Briarcliff Lodge, June 16. Members and guests will meet at the usual starting scene opposite 17 Battery Place to start the motor bus trip at 10:00 A. M. Those who want to get their golf started earlier in the day may make the trip in their own cars. A feature of the day competing with the golf tournament in interest will be a baseball game between the Petroleum Terrors and the Awful Vegetoils to determine the championship of the industry. Other amusements will include swimming and tennis, the complete facilities of the Lodge being made available to the Oil Traders. Prizes will be offered in all events. These will be distributed during dinner which will be held in the Tent Room of the Casino.

F. E. Watermeyer, president of Fritzsche Bros., Inc., and Mrs. Watermeyer are on an extended trip to Europe during which Mr. Watermeyer will visit some of the foreign principals of Fritzsche Bros.

# THE SENSE SMELL



Odor is a vital factor in the salability of your product. The appeal to the sense of smell is the most potent and effective of all in connection with toi et requisites. We are experts in the scientific and artistic blending of raw materials for the production of individual perfume effects for:

SOAPS
CREAMS
EXTRACTS
BATH SALTS
FACE POWDERS
TOILET WATERS
TALCUM POWDERS
INSECTICIDE SPRAYS
DEODORIZING BLOCKS

The manufacturer of soap perfumes and toilet articles in his effort to promote marketability calls in experts to advise him in matters of advertising, style and appearance but is prone to overlook the most important of all the sense appeals in this connection, namely, ODOR. This is of primary importance and requires expert attention before all the others.

Our Perfumery Research Division is prepared to help you improve the odor of your product or to develop novel and attractive odors for new items. We suggest that you place your problems before us.

# FRITZSCHE BROTHERS, Inc.

Proprietors of
PARFUMERIES DE SEILLANS
Seillans, France

78-84 BEEKMAN ST. New York, N. Y.

Say you saw it in SOAP!

Sole Agents in the U.S. and Canada for SCHIMMEL & COMPANY
Miltitz, (near Leipzig) Germany

#### SECURITY PRICES

PRICES of stocks of soap, chemical insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

New York.				
	High	Low	May 1	June 1
	1931	1931	1931	1931
Allied Chem	1823/4	1023/4	118	104
Am. Agric. of Del.	293/4	$12\frac{5}{8}$	15	$12\frac{5}{8}$
Amer. Cyan. "B".	123/4	$6\frac{3}{4}$	73/4	61/4
Armour of Ill. "A"	41/2	$1\frac{1}{2}$	21/8	$1\frac{1}{2}$
Bon Ami "A"	661/4	60	61	601/4
Brillo	67/8	$5\frac{1}{8}$	65/8	$6\frac{7}{8}$
Colgate, P. P	$50\frac{1}{2}$	$431/_{2}$	$431/_{2}$	431/2
Corn Prod	865/8	56	$64\frac{1}{2}$	$56\frac{1}{8}$
Dow Chem	$51\frac{1}{2}$	$341/_{2}$	48	$34\frac{1}{2}$
Drug, Inc	783/4	$61\frac{1}{2}$	$691/_{2}$	$63\frac{1}{4}$
Du Pont	107	711/4	81	72
Glidden	161/8	$81/_{2}$	9	$81/_{2}$
Gold Dust	421/8	21	$35\frac{1}{8}$	22
Gulf Oil	76	38	$51\frac{3}{4}$	$38\frac{1}{8}$
Heyden	13	9	10	9
Intl. Agric	51/4	$1\frac{5}{8}$	23/4	$1\frac{5}{8}$
Lehn & Fink	$34\frac{3}{4}$	24	$27\frac{1}{2}$	25
Mathieson	$31\frac{1}{2}$	$18\frac{3}{8}$	$18\frac{3}{4}$	$18\frac{3}{8}$
McKess. & Rob	17	10	$12\frac{1}{2}$	10
Monsanto	$26\frac{1}{2}$	$18\frac{1}{2}$	$22\frac{7}{8}$	19
Newport "A"	53	42	461/4	431/4
Proct. & Gamb	711/4	$56\frac{1}{4}$	67	57
Shell Union	101/4	$41/_{2}$	5	$4\frac{7}{8}$
Sher. Will	$681/_{2}$	52	60	52
Sinclair	$15\frac{7}{8}$	$61/_{2}$	$91/_{2}$	$61/_{2}$
S. O. of Cal	$51\frac{3}{4}$	33	36	$331/_{2}$
S. O. of Ind	$381/_{2}$	$19\frac{1}{8}$	$26\frac{1}{2}$	$19\frac{3}{4}$
S. O. of N. J	$52\frac{1}{2}$	$31\frac{7}{8}$	$36\frac{3}{4}$	32
S. O. of Ohio	$62\frac{1}{2}$	35	$52\frac{1}{4}$	$40\frac{1}{8}$
Swift & Co	$30\frac{3}{8}$	$24\frac{1}{8}$	$27\frac{3}{4}$	$25\frac{1}{2}$
Union Carb	72	$44\frac{1}{8}$	$49\frac{7}{8}$	$44\frac{1}{8}$
Westvaco	40	18	26	22
Wilson & Co	4	11/8	2	11/4

William M. Rand, vice-president of Merrimac Chemical Co., was elected a director of Monsanto Chemical Works, St. Louis, at a board meeting held May 26th, succeeding Philip Stockton. The regular quarterly dividend of 31½c per share has been declared, payable July 1 to stock of record June 10.

LaWall & Harrison, consulting chemists, Philadelphia, occupied their new laboratory at 214 S. 12th Street May 15.

#### P. & G. Prevent "Oxol" Registration

The opposition of Procter & Gamble Co. to the registration of the word, "Oxol," as a trade-mark for a liquid chlorine solution by J. L. Prescott Co., was sustained by a decision of the U.S. Court of Customs and Patent Appeals, May 23. Procter & Gamble Co. holds the trademark, "Oxydol," for a detergent and cleanser, and it was on previous use of this mark that it based its opposition to the registration of the Prescott mark for a disinfectant, germicide, deodorant, sterilizer, cleaner and bleach. The court ruled that the products were used for similar purposes in the household. and that the marks were so similar as to cause confusion. It reaffirmed a recent series of decisions in ruling that when there is any substantial possibility of confusion the old trade mark rights are entitled to every protection. The Commissioner of Patents had previously set aside the opposition of Procter & Gamble Co. to the Prescott registration, and it was this opposition that the Court reinstated in its decision of May 23.

In arriving at its decision the Court stirred up several new topics for discussion in trademark cases. The majority of members stated that decisions in infringement cases must rest largely on matters of opinion, while Judge Garrett disagreed with this opinion, stating that there is ample authority to establish a proper legal rule in a line of previous court decisions. He also objected to the inference by other members of the court that the Prescott company was seeking to profit from the similarity of its mark to the Procter & Gamble mark. He called this reasoning from effect to cause, ascribing an improper motive to the Prescott company and then using this inferred motive as an argument against that company.

Imports of castile soap into United States during March, 1931, totaled 134,664 lbs., worth \$14,-254, as compared with 289,387 lbs., worth \$25,724, during the same month of 1930. Imports of other toilet soap amounted to 129,665 lbs., worth \$28,511, in March, 1931, as against 208,774 lbs., valued at \$54,085, in the corresponding period of 1930.

The regular quarterly dividend of \$0.75 per share on the company's 606,234 outstanding shares of no par common stock was declared May 27 by directors of Hercules Powder Company. The dividend is payable June 25 to stockholders of record June 12.

United States exported 3,843,341 lbs. of laundry soap in March, 1931, receiving in return \$233,587. This compares with 3,048,608 lbs. in March, 1930, worth \$196,287.

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#### Latin American Soap Survey

A survey of the Latin American markets for soaps and soap making materials has just been issued by the Bureau of Foreign and Domestic Commerce of the Department of Commerce. The survey was compiled by E. L. Thomas, specialist in oils and fats, of the Foodstuffs Division, and has been published by the Department in the form of an 80 page book. The book contains a foreword by William L. Cooper, Director of the Bureau of Foreign and Domestic Commerce, and individual chapters on the various markets by consuls, vice consuls and trade commissioners in each country. Complete data is given on imports and exports, extent of manufacture, sources and types of raw materials used, prices and extent of markets, tariffs, merchandising methods, and the potentialities of the market. Copies may be secured from the Superintendent of Documents. Government Printing Office, Washington, D. C., at 15 cents each.

A cable from acting commercial attache Crilley at Panama City, dated May 13, 1931, states that a decree of March 9, increases the duty on laundry soap from \$0.07½ per kilo to \$0.10 per kilo which will increase cost 150 per cent ad valorem and practically exclude well known brands of American soap from the market. The above law became effective June 9, 1931.

Glyco Products Co., Brooklyn, introduced a new product, glycol stearate, at the recent chemical exposition. It is tasteless and odorless and is particularly useful in the manufacture of tooth pastes and powders where it makes unnecessary the use of masking agents usually needed to cover the taste of ordinary soaps.

Emery Industries, Inc., Cincinnati, announces changes in the telephone numbers of its New York office, which now will be Cortland 7-1742 and 7-1743.

#### Glycerine Imports Higher in March

Imports of crude glycerine into United States during March, 1931, totaled 1,062,217 lbs., worth \$59,084, as compared with the February total of 625,932 lbs. worth \$36,908. Imports of refined glycerine totaled 98,591 lbs., worth \$8,468, in March, 1931, as compared with 128,731 lbs., worth \$10,074, in the second month of 1931. The following figures give in pounds the imports of glycerine into the United States over a period of years:

	Refined	Crude
1923	 585,792	14,548,660
1924	 1,500,644	14,427,054
1925	 2,059,565	19,248,695
1926	 10,732,246	27,701,142
1927	 8,268,071	14,784,615
1928	 4,287,587	4,501,727
1929	 5,493,421	14,488,676
1930	 3,064,638	10,424,190
1st Quarter, 1931	 2,914,104	98,591

#### Philadelphia Bowlers Win

In the three-cornered tournament of bowling teams representing the drug, soap, chemical and allied trade groups in Philadelphia, New York and Baltimore, held at Atlantic City on May 15 and 16, the representatives of Philadelphia won, with Baltimore second and New York third. Charles Fritz, captain of the Philadelphia team, won high individual average score with Christopher Graham of Baltimore second and Frank Zachmann of New York third. The special prizes for high percentage split spares was won by Frank Zachmann, for high percentage strikes by George A. Bode, and for high score by William Friesdorf. This was the 34th annual intercity tournament. The 35th tournament will be held at Atlantic City in May, 1932.

New price lists and catalogues for May and June, 1931, have been issued by Dodge & Olcott Co., and Magnus, Mabee & Reynard, Inc., both of New York.



The Long Beach, Calif., plant of Procter & Gamble Co. is rapidly nearing completion. The edible products division of the plant will go into operation in July while the balance of the plant will begin operating in the fall

#### CHICAGO NEWS

THE first joint golf tournament of the Chicago Perfumery, Soap and Extract Association and the Chicago Drug and Chemical Association was held May 12th, on the beautiful course of the Nordic Club at Itasca, Illinois. Perfect playing conditions rewarded the thirty members and guests who arrived to open the season. Desire of the committee to provide equal opportunities for the winning of prizes gave rise to the classification of the players into three divisions, A, B, and C, according to their past records. The experiment of two classifications of last season proved so successful and popular that an amplification of the system now insures for every player a chance at the prize money. Fittingly enough, the Class A prizes for this first tournament went without exception to golfers who in previous years consistently topped the list. The winners and scores are as follows: Class A: first prize, A. G. Schneider, Victor Chemical Works, 92-14, 68; second prize, A. C. Drury, A. C. Drury & Co., 85-13, 72; third prize, Fred Slyder, Thermos Company, 84-10, 74. Class B: first prize, O. H. Raschke, Victor Chemical Works, 105-30, 75; second prize, Frank Z. Woods, 93-17, 76; third prize, F. R. Lally, C. A. Mosso Laboratories, 103-26, 77. Class C: first prize, William H. Schutte, P. R. Dreyer, Inc., 112-37, 75; second prize, Frank T. Robinson, Monsanto Chemical Works, 124-47, 77; third prize, C. A. Seguin, C. A. Seguin Co., 119-31, 78. The blind bogey prize was won by A. C. Drury from scratch, with 85. Two guest prizes were won, respectively, by A. Albright, with 93-16, 77, and C. E. Robins, with 102-25, 77. The second tournament of the season will be held on Tuesday, June 9th, at Cog Hill. Thereafter they will follow one another at about monthly intervals through September. Chairman A. C. Drury anticipates the largest gatherings in many years.

Both Chicago Associations held their closing meetings for the spring season during the past month, that of the Chicago Perfumery, Soap and Extract Association occurring on Wednesday, May 20th, at the Midland Club. Tentative plans were made for an annual stag picnic, to be held in June. They have not been completed because W. G. Mitchell, chairman of the entertainment committee, resigned on account of altered business interests. A. G. Schneider has assumed temporary chairmanship until the appointment of Mr. Mitchell's successor. The Chicago Drug and Chemical Association held its closing spring meeting at the Hamilton Club on Thursday, May 28th.

The customary large gathering heard an excellent address by Hon. John A. Massen, formerly of the Chicago and Cook County Street Traffic Committee, and Past Master of the Illinois Committee of the Chicago Association of Commerce, who spoke on "Crucial Problems of Local Government," always a subject of interest to progressive Chicago organizations. Both associations will resume regular monthly and semi-monthly meetings in September.

Credit is due Ray Morris, chairman of the bowling committee, for conducting the most successful bowling tournament of many years for the Perfumers' Association, late in April. The first three prizes were won, respectively, by A. Susanki, Dodge & Olcott Co., Ray Morris, Orbis Products Trading Co., and A. M. Burgh, Marcelle Laboratories.

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The twelfth annual convention of the American Association of Cosmeticians and Hair Artists has been scheduled for August 16, 17 and 18, at the Sherman Hotel, the scene of last year's successful convention. The advance listing of prospective exhibitors indicates one of the largest series of displays and demonstrations of recent years.

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Joseph De Lorme of Riviera Products Co., recently arranged to represent, in the Chicago Territory, Glyco Products Co., of Brooklyn, N. Y. Stocks will be carried in Chicago.

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The annual election of the manufacturers' "Merchandise Advertising" Association, whose convention in Chicago was reported last month, did not take place at the convention but has been scheduled for June 15 and 16, in New York. The officers who presided at the Chicago session and whose terms expire are, W. L. Sweet, president, Rumford Chemical Works; M. D. Rae, vice president, United Profit Sharing Corp.; and J. M. Davidson, secretary-treasurer, Colgate-Palmolive-Peet Co.

E. Staley Sales Corp. has recently installed new machinery for the production of soya bean oil which they will use more extensively in manufacturing their products than heretofore.

T. K. Almroth was named advertising manager of Owens-Illinois Glass Co., Toledo, on June 1. Mr. Almroth first joined Owens Bottle Co. seventeen years ago, and worked through various departments before reaching the position of advertising manager in 1924. He left the company shortly before the Owens-Illinois merger, and since then has been acquiring general advertising experience with a Toledo agency.





We invite you to try our Sapofixins in your Soaps as reinforcers



Sapofixin Eau de Cologne

Sapofixin Hyacinth

Sapofixin Lavender

Sapofixin Lilac

Sapofixin Lily of the Valley

Sapofixin Orange

Sapofixin Pine

Sapofixin Rose

Sapofixin Violet



# HEINE & CO.

NEW YORK

TELEPHONE BEekman 3-1535

52-54 CLIFF STREET

Sole Distributors for HEINE & CO., A. G., Leipzig in the United States and Canada

Say you saw it in SOAP!

## PERSONAL AND IMPERSONAL

Allen B. Wrisley Co., Chicago, has engaged Arbogust-Maxwell Co., Chicago, as advertising agents.

Gold Dust Corp. has just completed retirement of \$15,000,000 of its funded debt. The liquidation took place over a period of eighteen months, during which working capital was not impaired. A saving of \$750,000 annually in interest charges will result.

Max P. Rosenthal, sales manager for the Cincinnati Soap Co., Cincinnati, is convalescing from a two months' serious illness at Virginia Beach, Va. He will return to his duties at the Cincinnati Soap Co. about July 1.

Reynold Trevino, of Compania Jabonera del Norte, soap manufacturers of Monterrey, Mexico, was married on June 3 to Miss Mathilde Ridolfo, also of Monterrey. The religious ceremony at the Cathedral de Santa Iglesia was followed by a civil ceremony and reception at the German Club.

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Edward J. Emmer, treasurer and general manager of John B. Dewsnap & Co., Long Island City, and Mrs. Emmer sailed for Europe, May 29, aboard the S.S. France. They will be abroad about six weeks, visiting six countries. John B. Dewsnap & Co. import olive oil and manufacture olive oil and textile soaps.

Swenson Evaporator Company, a subsidiary of Whiting Corporation, Harvey, Illinois, has issued a very attractive new catalog describing the various types of Swenson evaporators.

Hageman-Weber Soap Company, 2700 N. Campbell Avenue, Chicago, has started the manufacture of castile soap.

Edward Flash, long identified with the cottonseed oil and vegetable oil trades, has announced the liquidation of Edward Flash Co., New York, and his retirement from business. Mr. Flash had been prominent in the industry for a period of over fifty years. During 1918 and 1919 he served as president of the board of managers of the New York Produce Exchange. The dock recently completed for Lever Bros. Co. at Bromborough at a cost of \$5,000,000, is said to be the world's largest privately owned dock. The project was first conceived by the late Lord Leverhulme as early as 1904, although work did not begin until 1924. The docks and quays cover 37 acres, and offer 3,000 feet of berthage. Storage facilities for 25,000 gallons of oil are available. The new development will cut down materially the job of unloading raw materials for the Port Sunlight plant, and re-shipping finished products.

Winners of the soap sculpture competition sponsored by Procter & Gamble Co. have been announced, and the soap carvings have been placed on view at the American-Anderson Galleries, New York, where they will remain until June 27.

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Bobrick Manufacturing Corp. has announced that their Los Angeles office has been awarded the contract to furnish the Los Angeles city schools with liquid soap over a one-year period beginning July 1, 1931. The contract will run to about 20,000 gallons.

American Home Products Co. is conducting negotiations which will probably lead to the acquisition of John Wyeth & Bro., Philadelphia.

Coty, Inc., New York, has been ordered by the Federal Trade Commission to discontinue methods of resale price maintenance charged as illegal by the commission. Among the acts of the defendant objected to is its refusal to sell to dealers who do not maintain suggested prices.

Donald B. Wilson has been elected secretary and assistant treasurer of Calsodent Co., New York, makers of Calsodent tooth powder. For the past three years he has been sales manager of the company.

Andre Firmenich of M. Naef & Co., Geneva, Switzerland sailed from New York, May 21 on the S.S. Lafayette for Geneva. While in this country, Mr. Firmenich made his headquarters with Ungerer & Co., New York, Naef's American representatives. During his seven months' stay

# When it comes to supplying the soapmaker

with perfume materials, we are in position to furnish the highest quality merchandise at interesting prices.

When Again in the Market for

Oil Rosemary Spanish
Oil Thyme Red and White
Oil Lavender Flowers French
Oil Vetivert Bourbon and Java
Oil Geranium Bourbon and African

Write Us for Prices.



All Products of

# Bertrand Freres, S. A.

GRASSE

FRANCE

Sole Representative U.S. and Canada

# P. R. DREYER INC.

26 CLIFF STREET

NEW YORK

Agent for

PAOLO VILARDI Reggio Calabria, Italy Essential Oils H. RAAB & CO. Roermond, Holland Artificial Musks VANILLIN FABRIK Hamburg, Germany Aromatic Chemicals he familiarized himself with the purchasing and production problems of the American toilet preparations industry. Mr. Firmenich plans on returning to the United States again in 1932.

Tomashek Brokerage Co., Chicago, has been appointed to represent Manhattan Soap Co., in that district. The Manhattan office there has been discounted.

Colgate-Palmolive-Peet Co., Chicago, has entered into an agreement with Borden Premium Brands, producers of condensed milk, by which premium coupons of both companies and of the C-P-P subsidiary, Kirkman & Son, Brooklyn, will all be interchangeable and redeemable at premium stores of any of these companies. It is believed that this extension of a convenience to collectors of coupons will make them more interested in securing coupons of these three companies.

J. E. Quackenbush, associated with George Lueders & Co., New York, for a period of fortyfive years, died May 22 at his home in Hackensack, N. J., at the age of sixty-seven.

George C. V. Fesler, Inc., St. Louis, manufacturers of "Petalis," has purchased from Neet, Inc., a building at 4333 Duncan Ave. which will be converted into a manufacturing plant.

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Dr. Kurt W. Haeseler has joined the staff of Foster D. Snell, Inc., consulting chemists, Brooklyn, as an associated consultant.

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Snap Co., Montreal, has appointed Small, Kleppner & Seiffer, Inc., New York, to handle advertising on its hand cleansers and soap products.

Robert S. Hebert has announced that effective June 13 he will no longer be connected with United Africa Co. He has been with the company since its formation in the fall of 1929, by the merger of Niger Co. and African & Eastern Trading Co., and previous to that time had been in charge of the vegetable oil department of the latter concern. His connection with African & Eastern over a period of twelve years brought him a wide acquaintance in the trade. Mr. Hebert's future plans are for an association with T. G. Cooper & Co., Philadelphia.

Orphos Co., New York, manufacturers of tooth paste, has recently filed a petition in bankruptcy, listing assets of \$2,660 and liabilities of \$150,541.

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Robert Groundwater, superintendent of the soap division of Swift & Co., who suffered a serious accident to his eyes at the Montreal plant of the company some six weeks ago, returned to active duty at his Chicago office on June 1. The accident was caused by splashing hot soap, and for a time, it was feared that Mr. Groundwater might lose the sight of one eye.

Clarence A. Seguin, head of C. A. Seguin & Co. and the Acme Compact & Puff Co., Chicago, was married on May 20 to Miss Irene Sharp of Chicago at the Huntington, Indiana, Methodist Church by the Rev. J. E. Edwards. J. L. Brenn, president of the Huntington Laboratories of that city acted as best man and Mrs. Brenn as matron of honor. The honeymoon was spent in Canada. Mr. Seguin is a former president of the Chicago Perfumery, Soap and Extract Association.

A new detergent by the name of "Radion" has been placed on the market in Holland by the Lever Soap Works at Vlaardingen, for which it is claimed by its sponsors acts as bleaching agent, blueing, and detergent. It sells for the equivalent of nine cents per package.

A. Delavigne, president of George Silver Import Co., New York, sailed for France May 23, where he will visit the headquarters of Roure Bertrand Fils and Justin Dupont. George Silver Import Co. acts as American representative for the two French concerns. Mr. Delavigne will return early in August.

V. H. Fischer has been elected secretary of Dodge & Olcott Co., New York, to fill the vacancy made by the death of the late J. H. Howe. Mr. Fischer's former position as assistant secretary will be filled by J. A. Corson.

Stephen L. Nordlinger, Conti Products Co., New York, has applied for membership in the New York Produce Exchange.

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Procter & Gamble Co. pays the announced quarterly dividend of \$1.25 per share on common stock, June 15, to holders of record May 25.

Hexine Tooth Paste Co., Montgomery, Ala., has been incorporated in Delaware with capitalization of \$100,000.

Bemis Bros. Bag Co., St. Louis, has purchased and will continue to operate the plant of Percy Kent Bag Co. in Norfolk, Va.

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# SAVE with DARCO!

# (4) In Filter Cake Losses.

The quantity of oil or fat retained in the spent-carbon filter press cake depends on the density of the carbon,—the denser the carbon the less oil or fat retained.

This retained oil or fat represents a direct loss to the refiner.

DARCO is denser, heavier, -minimizes filter cake losses.

For maximum economy in oil or fat decolorization use DARCO.

This Trade-mark



On Every Carton

"IT GOES FURTHER"

# DARCO SALES CORPORATION

45 East 42nd Street New York, N. Y.

Telephone: VAnderbilt 3—1592 Cable Address: DARCOSALE, NEW YORK

# SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

# Campbell Again Heads Soap Section

THE Twenty-second Annual Meeting of the American Oil Chemists' Society held at the Roosevelt Hotel, New Orleans, came to a close May 15th with the election of officers to serve during the coming year. Archibald Campbell was re-elected chairman of the Soap Section and fourth vice-president of the Oil Chemists' Society. A. S. Richardson of Procter & Gamble Co. was named president of the Society, succeeding W. H. Irwin of Swift & Co., as announced in the May issue of SOAP. Other officers elected included the following: 1st vice-president, N. C. Hamner, Southwestern Laboratories, Dallas; 2nd vice-president, J. C. McMillan, International Vegetable Oil Co., Atlanta; and 3rd vice-president, Andrew K. Schwartz, South Texas Cotton Oil Co., Houston.

There were present at the meeting approximately one hundred members and guests, representing all branches of research and production in the fields of fatty oil and soap technology. In his presidential address, W. H. Irwin made several suggestions which were later adopted as resolutions by the society. He recommended that all analytical methods be made tentative for one year before adoption as official methods in order that they might be perfected in that time. He also proposed that additional importance be given to the Fall Meeting, making it an annual event and giving it the same powers as the Spring Meeting with regard to rule and method recommendations.

Among the reports presented were those of the secretary and treasurer, by J. C. P. Helm, the report of the Soap Section, by Archibald Campbell, report of the Soap Committee, by H. P. Trevithick, and the report of the Glycerine Committee, by W. J. Reese. Mr. Reese, who is chief chemist of the Kansas City plant of Colgate-Palmolive-Peet Co., also delivered a very interesting paper on "Plant Accounting as a Field for Chemists." The resolutions committee brought in a suggestion that the Oil Chemists' Society go on record as stating that there are no chemical tests which may be depended on to forecast accurately the keeping properties of vegetable and animal oils and fats, and that the senses of taste and smell should be taken as final guides. This resolution, the result of a long period of study



ARCHIBALD CAMPBELL Chairman Soap Section, 1930-31, 1931-32

by the Kreis Test Committee, was adopted. Entertainment features included a golf tournament at West End Country Club, a luncheon and bridge party in honor of the visiting ladies and the annual banquet.

E. L. Lederer describes some experiments, to determine the cause of the self-heating of soaps. Drying and semi-drying oils were not used in the manufacture of the soaps experimented with. There seems to be quite a difference of opinion regarding the self-heating of soaps, as Welter denies the self-heating of soaps made from pure olive oil, while M. Wegener has shown by experiments that soap powder made from olive oil is capable of self-heating, when warmth has access from the outside. Seifensieder-Ztq.

CHARACK WARNESS CONTRACTOR CONTRA

# JUSTIN DUPONT

ARGENTEUIL, FRANCE

We offer

# PHIXIA

(Hydroxycitronellal)

This product, so useful in the art of perfuming, is one of the specialties of Justin Dupont. On account of its great instability under the influence of reagents, Hydroxycitronellal is difficult to obtain in the perfect state of purity demanded for high-class perfumery. We have been engaged in this particular manufacture for the last twenty years, and our specialty "PHIXIA" is, undoubtedly, one of the best.

# IONANTHEMES

IONANTHEME BRUTE is a crude body, obtained through the action of acid agents on Pseudo Ionone. It has a brown color, and a still rough odor, but is very interesting for soap and certain very cheap compounds. This product is the raw material from which the other Ionanthemes are derived, namely:—

Ionantheme 100%
Ionantheme Alpha
Ionantheme Alpha Extra Blanche

Exclusive representative in the United States and Canada

#### GEORGE SILVER IMPORT CO.

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NEW YORK CITY

# ON PRODUCTS AND PROCESSES

A method for germicidal assay of soap comprises the use of the skin of guinea pigs as a field for testing. Alcohol applied before injections is said to be ineffective, as are toilet and washing soaps also, it is claimed. A soap base in which mercuric iodide is properly incorporated in a concentration of one percent is effective. J. Lab. Clin. Med. 16,391-6 (1931) Chem. Abstr. 25,-2242-3 (1931).

In experiments conducted for the purpose of determining the keeping qualities of soaps prepared from various fats, the soap made from whale oil was found to be the most resistant of those prepared from hardened marine oils. Herring oil (hardened) was found to be equivalent to edible tallow and the soap of hardened sardine oil turned brown on exposure to light or to catalysts. Coconut oil and its soap kept longest; soaps from palm-kernel and babassu oils, not quite so well. Soaps prepared from corn oil, grape-seed oil and linseed oil turned rancid even without catalysts. Seifensieder-Ztg. 58, 3-5 (1931).

A perfuming compound for jonquil soap as described in a recent issue of *Les Parfums de France* is composed of the following: 475 parts tolu balsam; 150 parts benzyl acetate; 120 parts benzyl alcohol; 100 parts oil petitgrain; 50 parts oil bourbon geranium; 15 parts oil cloves; 25 parts oil rosewood; 40 parts oil cananga, and 25 parts ionone.

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Rancidity in oils and fats may be determined by modifying the Kreis test. Taffel and Revis use alcohol instead of ether and add ten drops of a five percent solution of phloroglucinol in alcohol. The method distinguishes between oxidation in ordinary rancid oils and oils blown at high temperatures. J. Soc. Chem. Ind. 50, 87-91T (1931).

Iron in fats and soaps may be determined by carefully ashing ten grams and determining the iron in the hydrochloric acid solution of the ash colorimetrically with standard iron solution and potassium sulfocyanate. Soaps are ashed in successive portions; a total of five grams is used and combustion is aided with a few crystals of ammonium nitrate. In a series of experiments on the development of brown spots, the unchanged

soaps contained 1.4 to 1.8 milligrams and the discolored soaps up to 9.0 milligrams of iron per kilogram. Seifensieder-Ztg. 58, 110-12 (1931).

The utility has been disputed of soap powders containing 40 to 50% soda ash, up to 3% silicates, and only 9 to 14% fatty acids. As the soda ash is desired only to neutralize the hardness of the water, these powders contain 96 to 98% excess over the amount needed. This excess is said to be harmful to the absorbing properties of the soap in solution and to the solidity of the textiles washed. *Chem. et Ind.* 

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In a patented process for the manufacture of soap powder, liquid grain soap is heated by the injection of compressed steam, and then atomized under the pressure prevailing in the treating vessel (solid electrolytes having a salting-out action having been added before heating). In atomizing the heated soap compressed air or other noncondensing gas may be pumped into an autoclave containing the soap before or at the beginning of the heating. Brit. Pats. Nos. 332,590 and 332,599.

Marseilles soap was originally made from olive oil and had a pale blue marble appearance. Later coconut oil was used and a white soap produced. About thirty years ago rosin was introduced and is now considered a valuable constituent of this soap, as its inclusion is said to render the soap more soluble in hard water. Bois et Resineux 13, No. 667.

A composition suitable for cleaning aluminum and other metal household utensils comprises trisodium phosphate and waterglass, with or without the addition of sand, soda, soap or other cleanser. Brit. Pat. No. 332,530.

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A detergent adapted for the dry cleaning of fabrics comprises a mixture of oleic acid one part, cyclohexanol one part, carbon tetrachloride one part, ammonia (26° Bé.) one-quarter part and water one-half part.

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A soap may be made by adding naphtha, benzine or refined petroleum to a fatty acid and adding an alkaline substance such as soda ash in the dry state. Fr. Pat. No. 695,028.

MUNN is always clean



# MUNN — Ready to Make Millions of Cakes of Better Soap

THE demand for Munn Pale Wood Rosin is rapidly expanding. There must be a reason. That reason is easy to find.

Rosin makes a better cake of soap at a lower cost. Munn Rosin can be counted on for Cleanliness and Uniformity. Munn comes to you when and how you want it.

Think of it! Of quite recent origin ... from a cautious and conservative beginning ... Munn has made its own friends. We are justly proud of its reputation . . . millions of cakes of Munn-made soap are used every month . . . selected by millions of people as the soap of their choice.

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GENERAL NAVAL STORES COMPANY, Inc.

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PORT De Quincy, La. - Pensacola, Fla. - Bay Minette, Ala.

Say you saw it in SOAP!

MUNN is always uniform

## CONTRACTS AWARDED

Stevens Soap Corp., Brooklyn, has been awarded the contract for 10,600 lbs. scouring soap for Fort Sam Houston army quartermaster at 5c lb., and 10,000 lbs. at 4.25c lb.

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Windsor Soap Co., Buffalo, N. Y., was recently awarded the contract for a quantity of unwrapped toilet soap for U. S. Post Office department at 5.2c and a quantity of wrapped soap at 5.6c. Stevens Soap Corp., Brooklyn, received an award of a contract for a quantity of cake soap at 4.4c lb.

International Combustion Tar & Chemical Co. was recently awarded the contract for 2,000 gals. creosote oil for Rock Island arsenal at 21.7c. E. Myers Lye Co. awarded 5,000 lbs. caustic soda at 5.6875c lb. Unity Sanitary Supply Co. awarded 500 lbs. metal polish paste at 17c lb.

Jas. Good, Inc., was recently awarded the contract for 25,000 bars scouring soap for Brooklyn army medical department at 3.54c. Windsor Wax Co. awarded 5,000 cans floor polish at 40.3c. R. M. Hollingshead Co. awarded 4,476 cans metal polish at 6.95c. Awards are still pending on 200 cans floor polish, 544 cans floor wax, and 60,000 lbs. washing soda. On the last mentioned item bids of \$1.74 were entered by Sunshine Soda Co., Solvay Sales Corp., George Chemical Co., J. B. Ford Sales Co. and Swift & Co.

American Creosote Works, New Orleans, was low bidder on 5,000 gals. creosote oil for Panama Canal, with a quotation of \$1,050. Crystal Soap & Chemical Co., Philadelphia, was low bidder on 100,000 lbs. soda ash with an offer of \$1,980.

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Eagle Soap Corp., Chicago, has appointed E. H. Kelly in charge of dry cleaning soap sales in Ohio, Pennsylvania, and New York, according to an announcement by Benjamin Alexander, president of the company. Mr. Kelly was formerly connected with a large dry cleaning organization in Denver, Colo.

Dr. Anthony T. Frascati, chief chemist for Ungerer & Co., New York, recently spent a week in and about Chicago with Harry Ahles, Chicago representative of the company, discussing technical perfuming problems with the trade there.

#### Golf Plans for Chemical Salesmen

Four golf outings have been planned for the coming season for the members and guests of the Salesmen's Association of the American Chemical Industry. The outings are scheduled for June 23, July 22, August 18, and September 15.

The first tournament on June 23, will be held at Canoe Brook Country Club, Summit, N. J. The charge for this will be \$8.00 for members, and \$10.00 for guests including everything—greens fees, lunch, dinner, tips and prizes. If dinner is not planned on, \$2.00 can be deducted. This tournament will be under the direction of Grant A. Dorland, MacNair-Dorland Co., and Robert L. Wilson, Dow Chemical Co. Entries must be made to Mr. Dorland at 136 Liberty Street, New York by noon, June 22.

The second tournament will be held on July 22 at Lennox Hills Country Club, Farmingdale, L. I. The charge will be \$5.00 for members and \$7.00 for guests, including greens fees and prizes. Lunch and dinner can be paid for at the club. This outing will be under the direction of Thomas R. Farrell, Drug Markets, 101 W. 31st Street, New York, with whom entries must be filed by noon, July 21.

The place of the third meeting August 18, will be at Dunwoodie Country Club, Yonkers, N. Y. The charge will be \$5.00 for members, and \$7.00 for guests, including greens fees and prize money. This tournament will be under the direction of R. J. Grant, Noil Color & Chemical Co., 152 West 108th Street, New York, with whom entries must be filed by noon August 17.

The fourth outing will again be held at Briarcliff Lodge, Briarcliff Manor, N. Y., September This will be the big outing of the season—a golf tournament and Christmas Party made into one big double header. Tickets for this outing will be \$10 for both members and guests, this price including everything—greens fees, lunch, dinner, prizes, etc. The headquarters for this party will be in the Tent Room of the lodge, and lunch and dinner will be served there. A very large number of prizes will be presented at this tournament, and a lavish entertainment will be put on during the dinner. R. J. Grant will receive entries for this tournament until noon, September 14. Wilson and Farrell will be in charge of prizes, and Dorland will be in charge of entertainment.

# The Right Grade > > > > > at the Right Price

PURIT

The progressive soap manufacturer is not content to use just any good decolorizing carbon. He insists on securing The Right Grade . . . . . . . . at the Right Price. Purit offers you a choice of grades, one of which will prove most satisfactory for your purpose. If you require the highest quality, we have it. If a medium quality can be used, giving satisfactory results at less cost, we can furnish it.

Write NOW for samples and prices.

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# DURKEE FAMOUS FOODS, Inc.

(Sole Agents in U.S. A.)

209—14th Street L. I. CITY, NEW YORK 2670 Elston Ave. CHICAGO, ILL.

# RECORD OF TRADE-MARKS

The following trade-marks were published in the May issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

#### Trade Marks Filed

101. This on circular reverse plate describing washing solution. Filed by Gardiner Mfg. Co., Buffalo, Sept. 16, 1930. Claims use since April 1, 1920.

Hexkleen—This in solid letters describing cleansing preparation. Filed by Tar Products Corp., Providence, R. I., Oct. 14, 1930. Claims use since September 17, 1930.

Vogue—This in solid letters with other words on carton, describing soap flakes. Filed by Melican & Co., Chicago, January 16, 1931. Claims use since December 15, 1930.

Hall Mark—This in solid letters describing soap and washing powder. Filed by Gordon Corp., Ltd., Berkeley, Cal., February 12, 1931. Claims use since February 15, 1930.

Lust-O-White—This in shaded letters describing cleaner. Filed by Hillyard Chemical Co., St. Joseph, Mo., February 12, 1931. Claims use since March 15, 1930.

Crystal White—This in solid letters with other words and picture of goat on wrapper, describing soap. Filed by Colgate-Palmolive-Peet Co., Chicago, February 27, 1931. Claims use since 1894.

Hexit—This in solid letters describing insecticide. Filed by Tar Products Corp., Providence, R. I., October 14, 1930. Claims use since August 21, 1930.

Ora-Glo—This in solid letters describing dentifrices. Filed by Research Foundation, Inc., New York, January 16, 1931. Claims use since July 31, 1928.

Gardol—This in solid letters describing antiseptic, germicide and deodorant. Filed by Colgate-Palmolive-Peet Co., Chicago, January 30, 1931. Claims use since November 15, 1930.

Odo-Kakes—This in outline letters describing deodorizing cakes. Filed by Hillyard Chemical Co., St. Joseph, Mo., February 12, 1931. Claims use since June 1, 1930.

R.R.R—This in solid letters describing rodent exterminator. Filed by R. R. R. Chemical Co.,

Rader, Tenn., February 27, 1931. Claims use since January 5, 1931.

Flit—This in solid letters together with soldier carrying spray gun, on carton, describing insecticides, deodorants and disinfectants. Filed by Stanco, Inc., New York, March 5, 1931. Claims use since May 25, 1928.

Liquid Frost—This in solid letters describing insecticides. Filed by Lewy Chemical Co., New York, March 16, 1931. Claims use since January 15, 1931.

Solu Dent—This in solid letters describing dentifrices. Filed by Chester Paul Shoudy, Spokane, Wash., March 16, 1931. Claims use since January 1, 1931.

Charlite—This in solid letters describing cleaning powder. Filed by Charlotte Chemical laboratories, Inc., Charlotte, N. C., February 25, 1930. Claims use since September 29, 1926.

Ross—This in outline letters on cake of soap describing toilet soap. Filed by Sydney Ross Co., Newark, N. J., October 20, 1930. Claims use since September 1, 1916.

Immaculene—This in solid letters describing soap. Filed by Fischer's Surfa-Saver, Inc., Cincinnati, March 2, 1931. Claims use since February 6, 1931.

Hangme—This in solid letters with cake of soap suspended by attached cord, describing toilet and laundry soap. Filed by Frank M. Rinehardt, Badin, N. C., March 9, 1931. Claims use since February 2, 1931.

Luroks—This in solid letters describing liquid washing preparation. Filed by Luroks Chemical Co., Philadelphia, March 11, 1931. Claims use since December 15, 1930.

Lady Fair—This in shaded letters describing toilet soap. Filed by Langlois, New York, March 28, 1931. Claims use since January, 1919.

Colgate's Ribbon Dental Cream—This in solid letters on tube, describing dental cream. Filed by Colgate-Palmolive-Peet Co., Chicago, January 26, 1931. Claims use since November 24, 1904.

Dow—This in broken letters on diamond shaped background describing cleaning compositions. Filed by Dow Chemical Co., Midland, Mich., July 30, 1928. Claims use since 1917.

Campamento—This in broken letters describing soap. Filed by Golden Eagle Soap. Co., San Francisco, November 15, 1930. Claims use since July 15, 1930.

Pequot-This in solid letters describing laun-

dry soap. Filed by Pequot Soap Works, Inc., Brooklyn, March 24, 1931. Claims use since December 15, 1930.

Fly Zing—This in solid letters describing insecticide. Filed by Hill's Mfg. Co., Galveston, Tex., July 26, 1929. Claims use since March 1, 1926.

Hygechlor—This in solid letters describing disinfectant. Filed by Bond Chemical Co., Middletown, N. Y., April 4, 1931. Claims use since August, 1929.

99—This in solid letters describing roach powder. Filed by Ninety-Nine Chemical Corp., Memphis, March 27, 1931. Claims use since November 21, 1929.

Lucky Strike—This in solid letters describing dental creams. Filed by Scientific Laboratories of America, San Francisco, March 12, 1931. Claims use since September 2, 1914.

Carbosota—This in outline letters describing creosote oil. Filed by Barrett Co., New York, January 31, 1930. Claims use since December 20, 1911.

Lite—This in solid letters with projecting rays, describing soap. Filed by Lite Soap Co., Aurora, Ill., May 12, 1930. Claims use since January 1, 1920.

Crysto—This on reverse plate describing soap. Filed by Crysto Soap Co., Aurora, Ill., May 12, 1930. Claims use since January 1, 1917.

Salta—This in solid letters with statue of man carrying globe, describing household cleanser. Filed by Salta Products, Worcester, Mass., January 10, 1931. Claims use since February, 1930.

La Vierge Folle—This in solid letters describing toilet soap. Filed by Gabilla, Inc., New York, February 25, 1931. Claims use since October 29, 1910.

Baysol—This in solid letters describing cleaning composition. Filed by Broadus Bailey & Co., Greenville, S. C., March 24, 1931. Claims use since June 10, 1927.

**Dri-Kil**—This in solid letters describing insecticide. Filed by William Cooper & Nephews, Inc., Chicago, January 28, 1931. Claims use since January 29, 1930.

Target—This in solid letters with representation of arrow striking target describing insecticides. Filed by Interstate Chemical Mfg. Co., Jersey City, N. J., March 6, 1931. Claims use since 1905.

Steriline—This in solid letters describing antiseptics. Filed by Consolidated Patentees, Inc., New York, April 10, 1931. Claims use since March 2, 1931. Mothban—This in solid letters describing insecticide. Filed by Standard Oil Co., Whiting, Ind., April 13, 1931. Claims use since March 17, 1931.

Black Flag—This on reverse plate in shape of flag, describing insecticide. Filed by Black Flag Co., Baltimore, April 16, 1931. Claims use since January 2, 1925.

#### Trade Marks Granted

282,786. Tooth Paste. Commodore Brush Co., New York. Filed October 29, 1930. Serial No. 307,339. Published February 17, 1931. Class 6.

282,862.—Cream Soaps. Crystal Chemical Co., New York. Filed July 11, 1929. Serial No. 286,926. Published February 24, 1931. Class 4.

282,916. Insecticide. USL Battery Corp., Niagara Falls. Filed December 27, 1930. Serial No. 309,404. Published February 17, 1931. Class 6.

282,918. Shampoo. Mackie Pine Oil Specialty Co., Covington, La. Filed May 31, 1930. Serial No. 301,965. Published February 17, 1931. Class 6.

282,951. Soap, Soap Chips, and Soap Powder. Heller & Perrin, Pittsburgh. Filed December 9, 1930. Serial No. 308,781. Published February 24, 1931. Class 4.

282,975. Toilet and Bath Soap. Procter & Gamble Co., Cincinnati. Filed November 20, 1930. Serial No. 308,126. Published March 3, 1931. Class 4.

282,990. Soap. Holman Soap Co., Chicago. Filed January 9, 1931. Serial No. 309,779. Published March 3, 1931. Class 4.

283,010. Cleaner. Eleanor Douglas Ramsey, Detroit. Filed April 11, 1930. Serial No. 298,714. Published August 12, 1930. Class 4.

283,054. Pumice Soap. Klenit Corp., Winner, S. Dak. Filed January 8, 1931. Serial No. 309,737. Published February 24, 1931. Class 4.

283,064. Cleaning Preparation. Feinberg Kosher Sausage Co., Minneapolis. Filed December 26, 1930. Serial No. 309,338. Published March 3, 1931. Class 4.

283,213. Mothproofing Chemical. National Moth-Proofing Service, Chicago. Filed July 26, 1929. Serial No. 287,714. Published March 3, 1931. Class 6.

283,304. Dentifrice. Westchester Pharmacal Co., Tuckahoe, N. Y. Filed October 23, 1930. Serial No. 307,090. Published December 9, 1930. Class 6.

283,313. Cleaning Solvent Preparation. Turco Products, Inc., Los Angeles. Filed September 29, 1930. Serial No. 306,204. Published March 10, 1931. Class 4.

283,315. Cleaning Solvent Preparation. Turco

Products, Inc., Los Angeles. Filed September 17, 1930. Serial No. 305,793. Published March 10, 1931. Class 4.

283,330. Polish. National Protex Co., Brookfield, Ill. Filed December 29, 1930. Serial No. 309,438. Published March 3, 1931. Class 16.

283,347. Shampoo. Martin Buchwald, New York. Filed January 14, 1931. Serial No. 309,-919. Published March 3, 1931. Class 6.

283,477. Disinfectant Insecticide. Hoyt's Brothers, Inc., Newark, N. J. Filed October 9, 1929. Serial No. 290,837. Published December 3, 1929. Class 6.

# Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of Foreign Trade Opportunity in writing.

	Laundry soaps Laundry soaps	South Africa Haiti	Agency Agency
	Toilet soaps	South Africa	or purchase Agency
51,473	Toilet soaps and dental creams	Portugal	Agency
51,488	Metal cleaning compounds	Czechoslovakia	Agency
51,537	Toilet prepara-	India	Agency or purchase
51.616	Dental creams	Greece	Agency
	Blue Mottled laundry soap	Porto Rico	Agency
51,677	Toilet soaps	Germany	Agency
	Laundry soaps	Virgin Islands	Agency or purchase
51,790	Mechanics' hand	New Zealand	Agency
51,840	Liquid metal polish	India	Agency
51,843	Toilet prepara-	India	Agency
51,903	Toilet prepara- tions	Canada	Purchase

Robert Gair Co., makers of paper packages and containers, recently installed a complete retail store in one section of its New York offices for use as a laboratory in testing the appearance value of new package designs. Suggested package designs are placed on shelves as they would be in regular stores. Groups of package experts and laymen judge them for advertising quality, sales appeal, color appropriateness, etc.

J. D. Malcolmson has been appointed a member of the committee in charge of recommendations on folding and corrugated boxes under the division of simplified practices of the Department of Commerce. Mr. Malcolmson is manager of the research engineering department of Robert Gair Company, New York.

## New Patents

Conducted by

#### Lancaster, Allwine & Rommel

Registered Attorneys
PATENT AND TRADE-MARK CAUSES
402 Ouray Building, Washington, D. C.

Complete copies of any patents or trade-mark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trade-mark Law will also be freely answered by these attorneys.

No. 1,799,496. Process of Saponifying Fats and Oils. Patented April 7, 1931, by Clemens Bergell, Berlin-Zehlendorf, Germany. A process for the manufacture of soap comprising a first and main saponification of oils and fats succeeded by a second and final saponification, the first saponification being effected by boiling the oils and fats in admixture with alkali lye, a small quantity of electrolyte and water, the mixture being boiled containing about 56 per cent of combined and uncombined fatty acids and between 1 per cent and 1½ per cent of electrolyte, which proportions are such that the mixture, after boiling, is a liquid capable of being rendered viscous by the addition of a little water, and the second and final saponification being effected by rendering the liquid mass viscous by adding water until the mixture contains about 50 per cent of combined and uncombined fatty acids and then boiling for a short time and allowing the mass to stand, as set forth.

No. 1,803,011. Saponification Tank. Patented April 28, 1931, by Clarence V. Fuqua, Kansas City, Mo., assignor to The Cleaners Equipment Corporation, Kansas City, Mo., a Corporation of Missouri. Apparatus of the character described including a receptacle having a plurality of vertical baffles attached respectively to the top and bottom of the receptacle forming a tortuous passareway including inlet and outlet sections, a slotted valve in the lower portion of the inlet section for delivering dirty fluid to the inlet section, a slotted pipe in the upper portion of the outlet section for outlet of clean fluid from the receptacle, and a slotted valve at an intermediate position in the passageway for delivering a treating fluid into the fluid flowing through the passagewav.

No. 1,803,159. Detergent Composition and Method of Making It. Patented April 28, 1931, by Henry E. Willsie. New York, N. Y. A skin (Turn to Page 117)



#### **OIL BERGAMOT**

produced by W. SANDERSON & SONS has been the Standard all over the world for nearly a century.

como

# SAFROL OIL SASSAFRAS ARTIFICIAL OIL CAMPHOR SASSAFRASSY

products of our own plant—fully guaranteed.

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#### HELIOTROPINE

if you are not acquainted with our high quality, send us a trial order.

como

# **DODGE & OLCOTT COMPANY**

180 VARICK STREET

NEW YORK CITY

"The integrity of the house is reflected in the quality of its products"

#### Market Report on

# ESSENTIAL OILS AND AROMATICS

#### (As of June 9, 1931)

NEW YORK .- The market for essential oils and aromatic chemicals continued easy this period, with slightly lower prices on a number of oils. The soap oils were the ones most affected, with the rest of the list holding fairly steady. Geranium oil continued to decline, with the story of crop shortage now being pretty well discounted by the consuming trade. Citronella oil, both Java and Ceylon, was also quoted lower as a result of lower cables. Anise continues to hold very steady. Bergamot is still in weak position, with the long-expected strengthening of the market not yet apparent. Spearmint and peppermint oils were the object of considerable attention this period, as producers are expected to make known the contract prices for this year's crop shortly. They have until now refrained from making these public due to heavy stocks and the generally easy condition of the market.

#### OIL ANISE

This oil held very steady at 45c lb., one of the few soap oils to remain unchanged in price.

#### OIL BERGAMOT

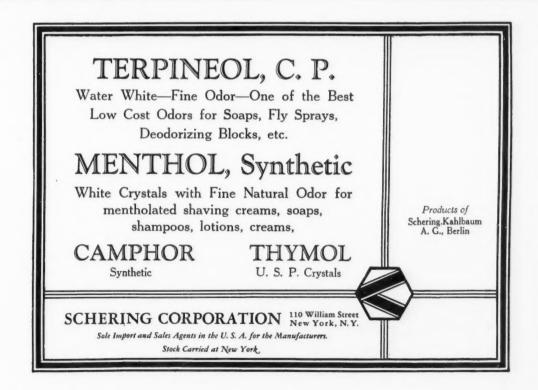
A further reduction was noted in oil bergamot this period. Foreign suppliers seem to need buyers at any price, and buying interest provides only an opportunity for further price reduction. Present quotations range upward from \$1.65 lb.

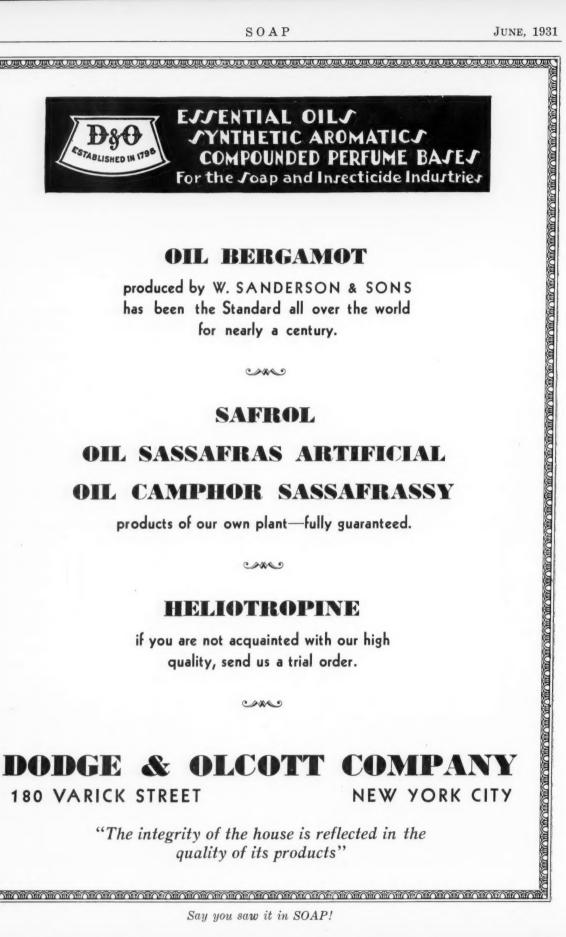
#### OIL CITRONELLA

Lower cables came in on citronella oil during the period just concluded, bringing the closing quotations down to 37c lb. for Ceylon oil and 49c lb. for Java oil.

#### OIL GERANIUM

Bourbon oil was reduced to a basis of \$3.90 lb. this period. Sellers are now convinced that supplies will be sufficient to take care of demand. They believe that the arrival of additional stocks later in the year will bring lower prices, and con-





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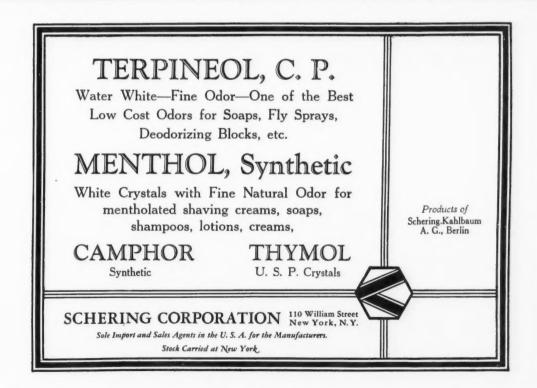
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# ESSENTIAL OILS AROMATIC CHEMICALS Prime Raw Materials for Soapmaking MADE IN FRANCE Phenylethyl Alcohol Phenylethyl Alcohol Flosal (The original Amyl Cinnamic Aldehyde) Lavender Oil BENJ. FRENCH, INC. 160 Fifth Avenue Agents for DESCOLLONGES FRERES Lyon, France CHICAGO OFFICE 549 W. Randolph Street DESCOLLONGES FRERES CHICAGO OFFICE 549 W. Randolph Street

If not? You should know

That creams, lotions, ointments, etc., no longer need contain irritating alkalies or amines! And they will wash off with water, too!

That lipsticks and rouge can be made better at a lower cost!

That wax polishes can be made simply (without oil) which will not dry white or show finger-prints.

How???

with Glycol Stearate

To convince yourself, as others have done, order a trial 8 lb. can nowworking formulae for creams, lotions and polish supplied free with trial orders.

Price Schedule (f.o.b. New York)

400 lb. drums 18c. lb.

50 lb. cans 23c. lb.

8 lb. cans 28c. lb.

GLYCO PRODUCTS COMPANY, Inc.

Bush Terminal Bldg. No. 5, Brooklyn, N. Y.

sequently a number of them are waiting until then before taking care of replacements. Sales are not numerous in the present market.

#### OIL PEPPERMINT

New crop prices have not yet been announced by producers. With the present heavy stocks and the good crop which is expected, it seems probable that the new contract prices will have to be made at a decline from present quotations which are already very low. The same situation prevails in the spearmint market.

#### A. D. M. A. Meets at Virginia Beach

The twentieth annual meeting of the American Drug Manufacturers' Association, held in the Hotel Cavalier, Virginia Beach, Va., May 4 to 7, closed with the election of Nicholas H. Noyes, Eli Lilly & Co., Indianapolis, as president. S. B. Penick, of S. B. Penick & Co., New York, retiring president, automatically becomes a member of the executive committee. Vice-presidents elected at the meeting include: A. Homer Smith, Sharp & Dohme; A. C. Boylston, Mallinckrodt Chemical Works, and John F. Anderson, E. R. Squibb & Sons. Members of the committee instrumental in arranging the business and social program included the following: F. J. Mc-Donough, of the New York Quinine & Chemical Works, chairman; A. D. Armstrong, of Fritzsche Brothers, Inc.; George Simon, of the Heyden Chemical Corporation; A. A. Wasserscheid, of the Mallinckrodt Chemical Works; Charles C. Neal, of Sharp & Dohme, Inc.; Victor E. Williams, of the Monsanto Chemical Works; Harold W. Simpkins, of the Mallinckrodt Chemical Works; J. J. Kerrigan, of Merck & Co.; Ralph E. Dorland, of the Dow Chemical Company; Percy C. Magnus, of Magnus, Mabee & Reynard; Turner F. Currens, of the Norwich Pharmacal Company, and A. C. Henderson, of Armour & Co.

The following essential oil houses have announced their intention of closing their offices on Saturday during the months of July and August:

W. B. Bush & Co., A. Chiris & Co., the Dodge & Olcott Company; P. R. Dreyer & Co., Fritzsche Brothers; Givaudan-Delawanna, Inc., Heine & Co., James B. Horner & Co., George Lueders & Co., J. Manheimer, The Orbis Products Trading Company, A. A. Stillwell & Co., Ungerer & Co., and van Ameringen-Haebler, Inc.

Eugene Muller, J. Nero and Boiveau, France, who has made his headquarters with Dodge & Olcott Co., their American representatives, for the past two months, has returned to Grasse.



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Solid — Flake Ground — Liquid

# **SODA ASH**

Light — Dense Feather

#### THE COLUMBIA ALKALI COMPANY

EMPIRE STATE BUILDING NEW YORK CITY

#### Market Report on

# SOAP AND DISINFECTANT CHEMICALS

(As of June 8, 1931)

NEW YORK .- The market for soap and disinfectant chemicals was without any outstanding change during the period just closed. Alkali producers reported satisfactory withdrawals on existing contracts, although the spot market still remained very quiet. Glycerine quotations were reduced on all grades except dynamite, with very little activity in the glycerine market. A new situation has developed in the naval stores market which may have important consequences before the present season is closed. It looks as if smaller quantities of the pale grades of rosin will be produced this year, leading to higher quotations on these grades. market continued unsettled, with a wide range of quotations still prevailing on carnauba wax. No authentic information on the exact status of the primary market has yet been received.

#### ALKALIS

Increased activity in certain lines brought an expansion in withdrawals of alkalis during the recently concluded period. The spot markets have not been any more active, with inquiry slow and of a jobbing nature. There has been no change in quotations.

GLYCERINE

The demand for various grades of glycerine slowed down considerably during the recent period, with resultant declines in quotations. C. P. glycerine dropped to 12c to 121/2c per lb.; saponification to 7c to 8½c per lb.; and soaps lye to 53/4c to 6c lb. Dynamite was unchanged at 10c to 101/4c. NAVAL STORES

An interesting development in the naval stores market this period was the decline in the proportion of pale grades of rosin in recent arrivals at collection points. Figures collected by the U.S. Department of Commerce show that for the 1931-



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is an ideal superfatting and neutralizing agent for

# Toilet Soaps— Shaving Soaps— Shaving Creams

NEW-O-SAPINE is the only superfatting agent of its kind and is used the world over.

- -prevents soap from getting rancid, even if stored for many years.
- -eventually binds free alkali in the soap to produce an absolutely neutral soap.
- -imparts to soap the much desired velvet feel and high gloss.
- -improves the lathering quality of the soap.
- -enhances the color of the soap.
- -increases washing efficiency.
- -prevents formation of scale and cracks.
- —preserves the perfume of the soap.
- -produces a soft thick lather.
- -is free from adeps lanae or vaseline.
- -is free from water.
- -will prevent shrinkage.

NEW-O-SAPINE will improve any cold made cocoanut oil soap. Samples and full information will be furnished promptly on request.

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1932 season only 1,085,000 new turpentine cups have been sold. This compares with 11,178,800 in 1930-1931 and 24,488,760 in the 1929-1930 season. Students of the market have taken this as an indication of dissatisfaction with conditions in the naval stores market by producers. They point out that the ninety per cent reduction in the number of new cups sold for use this year will result in a smaller quantity of the pale grades of rosin this year. The closing schedule of prices this period, which represents an advance over last month for the lighter grades, was as follows: Grade B, \$4.55; H, \$6.40; K, \$6.60; N, \$7.10; WG, \$8.45; WW, \$8.90; wood, works, \$3.60 to \$4.30.

#### WAXES

The wax market continues in its recent upset condition, the affecting factor in the situation still being the uncertain position of carnauba wax. Recent quotations from primary markets have been considered far too high by importers. Nevertheless there has been no tendency for the local market to ease off as yet.

Exports of toilet or fancy soap from United States during March, 1931, totaled 394,802 lbs., worth \$89,036, as against 403,852 lbs., valued at \$116,298, during the same month of 1930.

#### Soap to Silicates

(From Page 30)

Silicate of soda is a very low priced commodity. This dictates economic production and location of plants close to consuming markets. The Philadelphia Quartz Company now has nine plants, located at Chester, Pa., Anderson, Ind., Baltimore, Md., Gardenville, N. Y., Kansas City, Kans., Rahway, N. J., St. Louis, Mo., Utica, Ill., and Berkeley, Calif. (Philadelphia Quartz Company of California). The general headquarters of the company remain where they have been since 1831—in Philadelphia.

Dow Chemical Co., Midland, Mich., earned approximately \$900,000 above its requirements for common and preferred dividend, taxes and depreciation during the fiscal year ended May 31, 1931, according to a statement by James T. Pardee, secretary of the company. This addition to the surplus account brings it up to approximately \$6,000,000. The common stock of the company is on a two dollar yearly basis.

Exports of scouring soaps and powder from United States in March, 1931, totaled 974,523 lbs., worth \$62,677, as against 1,093,165 lbs., valued at \$79,257 in March, 1930.



Say you saw it in SOAP!

for your Dry Cleaning Soaps, Shaving Soaps,
Special Cleaners, Liquid Soaps, Polishes, etc.

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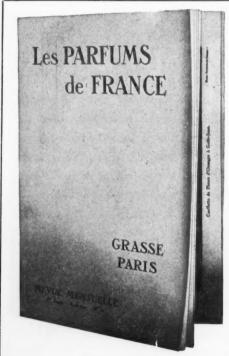
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#### Market Report on

# TALLOW, GREASES AND OILS

(As of June 9, 1931)

NEW YORK.—Prices on oils, fats and greases continued to plunge downward during the period just closed, breaking through previous levels to set a number of new record lows. Copra and coconut oil both dropped substantially, this being the principal feature of the declining market. There was little activity on the part of buyers and no indication that any substantial buying interest is soon to materialize. The whale oil situation is a little more encouraging to oil refiners as reports have come in from London that the excess oil from this season's catch will be stored and not thrown on the present weak market. However, the certainty that this oil will eventually have to be absorbed keeps alive the bearish sentiments that have followed the recent movements of the oil and fat markets. The drop in coconut oil quotations brought with it corresponding reductions in competing products. Palm kernel oil declined in step with coconut oil,

always keeping slightly under it. Tallow was also reduced.

#### COCONUT OIL

Coconut oil which opened the period with New York Manila tanks priced at 41/2c lb., dropped steadily through the recent period, closing half a cent lower at 4c lb. The reduction was based on lower copra values, copra now being quoted at the unusually low price of 2c lb. Crushers are not anxious to make distant commitments at the four cent price, but in the spot market substantial quantities of oil are available.

#### CORN OIL

Corn oil was again priced lower, mill tanks being quoted at 51/2c lb. There was not much interest shown at this level by producers.

#### COTTONSEED OIL

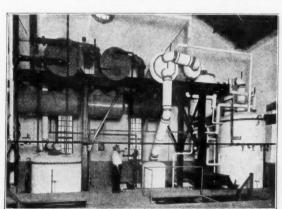
With the securities markets again on the down grade, there was less bullish activity in the cot-



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The outstanding features of the WURSTER & SANGER process and equipment are:



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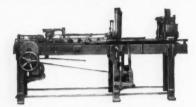
#### Complete Plants for

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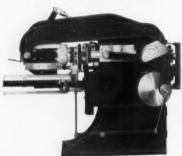
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# Automatic Soap Presses

New and greatly improved models with radical changes



LAUNDRY AND TOILET PRESS

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tonseed oil market this period, and quotations dropped substantially. P. S. Y. oil closed at an inside price of  $6\frac{1}{2}$ c lb., with crude quoted at 6c.

#### PALM KERNEL OIL

In spite of reduced quotations from abroad there was little interest in palm kernel oil this period, due to substantial declines in competing products. The drop in coconut oil prices has had a weakening effect on palm kernel oil which is now offered at  $3\frac{3}{4}c$  lb. in tank cars.

#### TALLOW

Tallow is now being offered at the lowest levels which have been named for a good many years, there being plenty of offerings at  $3\frac{1}{2}$ c lb. The grease market is also in a weak condition.

Golfers of the Oil Trades Association of New York were defeated by representatives of the Philadelphia oil trades in a joint tournament held at Travistock, Haddonfield, N. J., May 12. The individual low gross prize went to a Philadelphia player, and the aggregate score of the Philadelphia group was also lower than that of the New York delegation.

Stocks of crude cottonseed oil on hand in United States as of April 30, 1931 totaled 43,-048,035 lbs. as against 61,954,318 lbs. at the same

point last year. Stocks of refined oil totaled 462,880,943 lbs. on April 30, 1931, as against 516,752,941 lbs. on the same date last year.

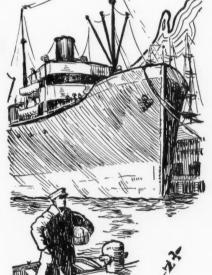
#### Navy Soap Purchases

(From Page 27)

and not as suitable as the latter for scouring fine articles.

There are also specifications for white floating soaps which are used to some extent in the naval service. This soap is purchased in five-ounce cakes, wrapped and unwrapped. The requirements for this type of soap state that it shall be a "high-grade cake soap . . . with 25 to 30 per cent of cocoanut oil, thoroughly saponified, and so prepared as to float on water."

A MONG the cleansers, soda ash and lye are purchased in large quantities for a variety of cleaning purposes where these are suitable. Total alkalinity is mainly tested for in such products. Recently, tri-sodium phosphate cleanser has been introduced to be used for cleansing purposes where abrasive action is not desired, such as for cleansing painted surfaces, metals, floors, and a variety of other things. The introduction of this



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SINCE the introduction of silicates of soda to the American soap industry, P. Q. has marked clearly the channel for the user of this versatile chemical. Through fog and wind, P. Q. beacons the course for safe navigation to the much sought port of "better detergents at lower costs".

Uniformly dependable in fair weather or storms, P. Q. Silicates of Soda are available to you from eight plants:

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#### CURRENT PRICE QUOTATIONS

Chemicals			Lanolin, see Adeps Lanae. Lime, live, bblsper bbl.	1.70	2.20
Acetone, C. P., drumslb.	.10	.11	Menthol, caseslb.	3.50	3.75
Acid, Boric, bbls., 99½%ton		162.50	Synthetic, tinslb.	3.00	3.60
Cresylic, 97% dk., drumsgal.	.47	.48	Mercury Bichloride, kegslb.	1.35	1.50
97-99%, pale, drumsgal.	.54	.58	Naphthalene, ref. flakes, bblslb.	.041/2	.05 1/2
Formic, 90%, techlb.	.101/2	.12	Nitrobenzene (Myrbane) drumslb.	.09 1/2	.11
Oxalic, bblslb.	.11	.1114	Paradichlorbenzene, bbls., kegslb.	.15	.23
Adeps Lanae, hydrous, bblslb.	.14	.15	Paraformaldehyde, kegslb.	.38	.39
Anhydrous, bblslb.	.15	.16	Petrolatum, bbls. (as to color)lb.	.02	.08
Alcohol, Ethyl, U. S. P., bblsgal.	2.42	2.56	Phenol, (Carbolic Acid), drumslb.	.141/4	.16
Complete Denat., No. 5, drums., ex. gal.	.27	.29	Pine Oil, bblsgal.	.55	.61
Alum. potash lumplb.	.03	.031/4	Potash, Caustic, drumslb.	.061/8	.06 %
Ammonia Water, 26°, drums, wkslb.	.0234	.03	Flakelb.	.0078	.08
Ammonium Carbonate, tech., bblslb.	.10 1/2	.111/2	Potassium Bichromate, caskslb.	.0834	.091/2
Bleaching Powder, drums100 lb.	2.00	2.60	Pumice Stone, powd100 lb.	2.50	4.00
Borax, pd., cryst., bbls., kegston	66.00	77.50	Rosins (600 lb. bbls. gross for net)—	2.00	4.00
Carbon Tetrachloride, car lotslb.		.061/4	Grade B to H. basis 280 lbsbbl.	4.55	6.40
L. C. Llb.	.061/2	.07	Grade K to Nbbl.	6.60	7.10
Caustic, see Soda Caustic, Potash	.00/2		Grade WG and WWbbl.	8.45	8.90
Caustic			Wood, worksbbls.	3,60	4.30
China Clay, fillerton	10.00	25.00	Rotten Stone, pwd. bblslb.	.021/2	.041/2
Cresol, U. S. P., drumslb.	.121/2	.15	Silica, Ref., floatedton	18.00	22.00
Creosote Oil tanksgal.	.13	.16	Soap, Mottled 40 lb. boxlb.	20.00	.12
Formaldehyde, bblslb.	.06	.07	Olive Castile, bars, powderlb.	.12	.22
Fullers Earthton	15.00	24.00	Pine Scrubgal.	.35	.40
Glycerine, C. P., drumslb.	.12	.121/2	Powdered White, U. S. Plb.	.15	.16
Dynamite, drumslb.	.10	.10 1/4	Green, U. S. Plb.	.061/2	.071/2
Saponification, tankslb.	.07	$.08\frac{1}{2}$	Tallow Chipslb.	.071/2	.08
Soaps, Lye, tankslb.	.05 34	.06	Liquid Toilet, 15%lb.	.23	.25
Hexalin, drumslb.		.60	Liquid Toilet, 20%lb.	.27	.28
Kieselguhr, bagston		35.00	Whale Oil, bblslb.	.04	.041/2

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Industrial Chemicals Division

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535 Fifth Avenue New York

Soda Ash, contract, wks., bags, bbls.	1.121/2	1.05	Lard, prime, steam, tierceslb.	_	.0734
100 lb.		1.25 2.50	Compound, tierceslb.		$.09\frac{1}{2}$
Soda Caustic, Cont., wks., sld100 lb. Flakelb.	_	2.90	Lard Oil, Extra, bbls		002/
Liquid, tankslb.	terrories.	2.20	Extra, No. 1, bblslb.	_	$.08\frac{3}{4}$ $.08\frac{1}{4}$
Soda Sal., bbls	1.00	1.15	No. 2, bbls		.07 3/4
Sodium Chloride (Salt)ton	11.40	14.00	Linseed, raw, bbls., spotlb.	.0860	.0900
Sodium Fluoride, bblslb.	.081/4	.091/2	Tanks, rawlb.		.0800
Sodium Hydrosulphite, bblslb.	.22	.23	Boiled, 5 bbls. lotslb.	-	.0980
Sodium Silicate, 40 deg., drum, 100 lb.	.75	.80	Menhaden, Crude, tanks, Baltgal.	.20	Nom.
Drums, 60 deg. wks100 lb.	_	1.65	Oleo Oil, No. 1, bbls., N. Ylb.		.071/4
In tanks, 15c. less per hundred, wks.			No. 2, bbls., N. Ylb.		.06 %
Tar Acid Oils, 15-25%gal.	.24	.28	Olive, denatured, bbls., N. Ygal.	.75	.80
Trisodium phosphate, bblslb.	$.03\frac{1}{2}$	.03 3/4	Foots, bbls., N. Ylb.	$.05\frac{1}{2}$	.05 3/4
Zinc Oxide, lead freelb.	$.06\frac{1}{2}$	.07	Palm, Lagos, casks, spotlb.	.04	.04 1/2
Zinc Stearate, bblslb.	.22	.24	Shipmentslb.	$.03\frac{1}{2}$	.03 3/4
O:1 F : C			Niger casks, spotlb.	.04	$.04\frac{1}{4}$ $.03\frac{1}{2}$
Oils—Fats—Grease	es		Shipmentslb.	051/	
Castor, No. 1, bblslb.	.1134	.12	Palm Kernel, pkgs., denaturedlb. Tank cars, denaturedlb.	$.05\frac{1}{4}$ $.03\frac{1}{2}$	$.05\frac{1}{2}$ $.03\frac{3}{4}$
No. 3, bblslb.	.11 1/4	.111/2	Peanut, imported tanks, N. Ylb.		.04 34
Coconut, tanks, N. Y lb.	.04	.04 1/8		003/	
Tanks, Pacific Coastlb.	.03 34	.03 %	Red Oil, distilled, bblslb. Saponified, bblslb.	.08 %	.08 %
Tanks, Chicagolb.	.04 %	.04 1/2	Tankslb.		.07 1/2
Cod, Newfoundland, bblsgal.	.40	Nom.	Soya Bean, domestic tanks, N.Ylb.	_	.061/2
Copra, bulk, Coastlb.	.02	.0210	Manchurian, pressed, N. Ylb.	.07	.071/4
Corn, tanks, millslb.	$.05\frac{1}{2}$	.05 3/4	Stearic Acid		
Bbls., N. Ylb.	$.07\frac{1}{2}$	.07 3/4	Double pressedlb.	.09	.091/2
Cottonseed, crude, tanks, milllb.	.06	Nom.	Triple pressed, bgslb.	$.11\frac{1}{2}$	$.12\frac{1}{2}$
PSYlb.	.06 1/2	.063/4	Stearine, oleo, bblslb.	$.06\frac{1}{2}$	$.06\frac{3}{4}$
Degras, Amer., bblslb. English, bblslb.	.03 1/4	$.04\frac{1}{2}$ $.04\frac{1}{2}$	Tallow, special, f. o. b. plantlb.		.031/2
German, bblslb.	.03 34	.04 1/2	City, ex. loose, f. o. b. plantlb.	-	.03 %
Neutral, bblslb.	.07	.09	Tallow, oils, acidless, tanks, N. Ylb.		.06 %
Greases, choice white, bbls., N. Ylb.	.03 1/2	.04	Bbls., c/1, N. Ylb.	_	.071/4
Yellowlb.	.02 %	.02 3/4	Whale, nat. winter, bbls., N. Ygal.	.68	.70
Brownlb.	.02 1/2	.02 %	Blchd., winter, bbls., N. Y gal.	.70	.72 .75
Houselb.	$.02 \frac{5}{8}$	.02%	Extra blchd., bbls., N. Y gal.	.73	.10

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STAUFFER BRAND

#### Caustic Soda

"STAUFFER BRAND" Caustic Soda can be supplied either solid or liquid, in drums or tank cars. It is uniform, pure and worth while using in your soap products. Send your next Caustic Soda inquiry to us.

also makers of Carbon Tetrachloride for cleaners

#### STAUFFER CHEMICAL COMPANY

Plants

Niagara Fall, N. Y. Los Angeles, Cal. Office

420 Lexington Ave. New York City

#### "EVERGREEN" PERFUMES

for

Soaps, Sprays, Deodorants, etc.

"EVERGREEN" concentrated oils for cake soaps, liquid soaps, theatre sprays, insecticides, para and related sanitary products are backed by 31 years of compounding experience. Besides having a complete array of standard oils for this type of perfuming we are quipped to work out specialties designed for your particular use. May we be of service to you?

EVERGREEN CHEMICAL CO., INC.

160 FIFTH AVENUE

NEW YORK

## FOR BETTER BUSINESS VISIT NEW YORK

\* 250 \*

••• secures a fine room and bath ••• others at \$300 and \$350

AT ONE OF NEW YORK'S BEST HOTELS

The BRISTOL

48# ST. EAST OF B'WAY A NEW YORK CITY OWNERSHIP MANAGEMENT AT ELLIOTT TOLSON, Pres.

Essential Oils			Hemlock, tinslb.	.90	.95
Almond, Bitter, U. S. P lb. Bitter, F. F. P. A lb.	$2.25 \\ 2.65$	2.50 2.80	Lavender, U. S. P., tinslb. Spike, Spanish, canslb.	2.00 .60	3.50 .75
Sweet, canslb.	.45	.47	Lemon, Ital., U. S. P	.75	1.10
Apricot, Kernel, canslb.	.26	.28	Lemongrass, native, canslb.	.52	.54
Anise, canslb.		4.0	Linaloe, Mex., caseslb.	1.80	1.95
U. S. P., canslb.	.45	.46	Neroli, Artificiallb.	10.00	20.00
Bay, tins	1.90	2.00	Nutmeg, U. S. P., tinslb.	1.20	1.30
Bergamot, copperslb. Artificiallb.	$\frac{1.65}{1.35}$	$\frac{1.90}{1.50}$	Orange, Sweet, W. Ind., tinslb.	1.90	2.10
Birch Tar, rect., bot lb.	.45	.50	Italian coplb.	2.00	2.30
Crude, tinslb.	.13	.14	Distilledlb.	.85	1.00
Bois de Rose, Brazilianlb.	.70	.75	Origanum, cans, techlb.	.25	.40
Cayennelb.	1.25	1.35	Patchoulilb.	4.75	5.50
Cade, canslb.	.26	.27	Pennyroyal, domlb. Importedlb.	1.55 $1.10$	1.60 1.15
Cajuput, native, tinslb.	.60	.65	•		1.13
Calamus, betlb.	2.75	3.00	Peppermint, nat., caseslb. Redis., U. S. P., caseslb.	$\frac{1.70}{1.80}$	1.80
Camphor, Sassy, drumslb.	.21	.23	Petit Grain, S. A., tinslb.	1.20	1.30
White, drumslb.	.16	.18	Pine Needle, Siberianlb.	.65	.70
Cananga, native, tinslb. Rectified, tinslb.	$\frac{1.75}{2.20}$	$\frac{1.90}{2.30}$	Rose, Naturaloz.	14.00	16.50
Caraway Seedlb.	1.55	1.65	Artificialoz.	2.00	2.75
Cassia, Redistilled, U. S. P., canslb.	1.00	1.10	Rosemary, U. S. P., drumslb. Tech., lb. tinslb.	.40	.45 .35
Cedar Leaf, tinslb.	.90	1.00	Sandalwood, E. Ind., U. S. Plb.	8.00	8.50
Cedar Wood, light, drumslb.	.39	.41			
Citronella, Java, drumslb.	.49	.51	Sassafras, U. S. P lb. Artificial lb.	$\frac{1.00}{.27}$	1.20 .29
Citronella, Ceylon, drumslb.	.37	.40	Spearmint, U. S. Plb.	2.00	2.20
Cloves, U. S. P., canslb.	1.40	1.45	Thyme, red, U. S. Plb.	.50	.65
Eucalyptus, Austl., U. S. P., canslb.	.33	.35	White, U. S. Plb.	.85	.90
Fennel, U. S. P., tinslb.	1.00	1.10	Vetivert, Bourbonlb.	4.50	5.00
Geranium, African, canslb.	4.00	4.50	Javalb.	16.00	20.00
Bourbon, tinslb.	3.90	4.50	Ylang Ylang, Bourbonlb.	5.25	6.50

## GERANIOL for SOAP

In various grades to meet every requirement as to price

#### A. M. TODD COMPANY

KALAMAZOO, MICH.

Business established in 1869



Gathered closely about an S & S Universal Filler, at the recent Chemical Show, were crowds of men experienced in modern filling methods. The S & S Filler was repeatedly called upon to prove every claim of economy, speed and efficiency that had ever been made for it. It did this so easily, proved its worth so well, that a number of new customers were added to the already large list of Stokes & Smith users.

New buyers quickly recognized the economy and speed of the S & S Filler—saw it, fed by one operator, delivering as many as thirty accurately filled containers per minute—containers that did not vary 1/10 oz. in 2 lbs.

Other features they liked were: The ease of adjustment in changing from one size container to another—the patented auger which prevents drip or spill—automatic features that weigh, measure or pack materials—and many others.

May we arrange for you to see a Stokes & Smith Filler in operation?

#### STOKES & SMITH COMPANY

PACKAGING & FILLING MACHINERY
4915 Summerdale Ave., Philadelphia

British Office: 23, Goswell Rd., London, E. C. 1



## When a hotel manager made a road map

THIS guest was leaving early in the morning for the South. And he didn't know the road. During the evening, the manager himself made a road map for the guest. Did the guest appreciate it? He wrote back and said he never made a wrong turn.

Perhaps we're wrong in talking about such little things, when we have such big things to offer. Bigger rooms at lower prices... Roomy closets... Popular priced cafeteria or coffee shop... Central location... Even specially selected meats for all dining rooms. But somehow, it's the little extrathings that bring our guests back. You'll be back, too, once you know us.

#### Extra service at these 25

UNITED HOTELS	
NEW YORK CITY'S only United The Roose	velt
PHILADELPHIA, PA The Benjamin Fran	klin
SEATTLE, WASH The Olym	pic
WORCESTER, MASS The Banc	roft
NEWARK, N. J The Robert T.	reat
PATERSON, N. J The Alexander Hamil	ton
TRENTON, N. J The Stacy-Tr	ent
HARRISBURG, PA The Penn-Ha	rris
ALBANY, N. Y The Ten E	yck
SYRACUSE, N. Y The Onond	aga
ROCHESTER, N. Y The Sen	eca
NIAGARA FALLS, N. Y The Niag	
ERIE, PA The Lawre	
AKRON, OHIO The Port	age
FLINT, MICH The Dur	
KANSAS CITY, MO The Presid	ent
TUCSON, ARIZ El Conquista	
SAN FRANCISCO, CAL The St. Fran	
SHREVEPORT, LA The Washington-You	ree
NEW ORLEANS, LA The Roosev	
NEW ORLEANS, LA The Bienv	
TORONTO, ONT The King Edw	
NIAGARA FALLS, ONT The Cliff	
WINDSOR, ONT The Prince Edw	
KINGSTON, JAMAICA, B.W. I The Constant Spr	ing



Aromatic Chemica	ls		Phenylacetaldehydelb.	\$4.00	\$8.00
Acetophenone, C. Plb.	\$3.00	\$4.25	Phenylacetic Acid, 1 lb., botlb.	3.00	4.00
Amyl Cinnamic Aldehydelb.	4.00	8.00	Phenylethyl Alcohol, 1 lb. botlb.	4.25	4.50
Anethollb.	1.40	1.60	Rhodinollb.	7.00	18.00
Benzaldehyde, tech	.60	.65	Safrollb.	.30	.32
U. S. P lb.	1.10		Terpineol, C. P., 1,000 lb. drslb.	.28	.30
		1.35	Canslb.	.32	.33
Benzyl, Acetatelb.	.75	1.10	Terpinyl Acetate, 25 lb. canslb.	.80	1.15
Alcohollb.	1.20	1.50	Thymol, U. S. Plb.	1.80	2.00
Citrallb.	2.20	2.60	Vanillin, U. S. Plb.	4.50	5.75
Citronellallb.	1.50	2.00	Yara Yaralb.	1.60	2.50
Citronellollb.	2.90	4.75	Tara Tara	1.00	2.00
Citronellyl Acetatelb.	13.00	14.00	Miscellaneous		
Coumarinlb.	3.60	4.00	Miscenaneous		
Diphenyl oxidelb.	1.15	1.25	Insect Powder, bblslb.	.21	.24
Eucalyptol, U. S. Plb.	.80	.90	Concentrated Extractlb.	1.75	1.85
Eugenol, U. S. Plb.	3.25	3.75	G		
Geraniol, Domesticlb.	1.50	2.00	Gums—		
Importedlb.	2.00	2.50	Arabic, Amb. Stslb.	.09	.09 1/2
Geranyl Acetatelb.	2.50	3.50	White, powderedlb.	.15	.17
Heliotropin, domlb.	1.90	2.00	Karaya, powderedlb.	.21	.22
Importedlb.	2.25	2.50	Tragacanth, Aleppo, No. 1lb.	1.28	1.40
Hydroxycitronellallb.	5.50	6.00	Sortslb.	.40	.45
Indol, C. Poz.	2.50	6.50	Turkish, No. 1lb.	.90	.95
Iononelb.	4.00	10.00			
Iso-Eugenollb.	4.00	4.50	Waxes—		
Linaloollb.	2.25	4.00	Bayberry, bgslb.	.19	.22
Linalyl Acetatelb.	3.00	4.00	Bees, whitelb.	.39	.41
Menthollb.	3.50	4.00	African, bgslb.	.23	.24
Methyl Acetophenonelb.	2.10	2.90	Refined, yellb.	.27	.30
Anthranilatelb.	2.20	2.60	Candelilla, bgslb.	.141/2	.15
Paracresollb.	8.00	9.00	Carnauba, No. 1lb.	.37	.45
Salicylate, U. S. Plb.	.40	.45	No. 2, Yellb.	.35	nom.
Musk Ambrettelb.	6.50	7.50		.15	
Ketonelb.	6.00	7.00	No. 3, Chalkylb.		.17
Moskenelb.	5.40	5.90	Japan, caseslb.	.10	.101/2
Xylenelb.	2.50	3.00	Paraffin, ref. 125-130lb.	.03 %	.041/8



#### KRANICH S O A P S

#### -: J S

#### Liquid Soap Base

Let us send you pamphlet describing making of excellent liquid soaps from our base soaps.

#### Shampoo Base

Standard 65% cocoanut oil base. Plain or in various odors and colors.

#### Liquid Soaps Shampoos

Perfumed and colored ready for use in various strengths.

#### Auto Soaps

Soft potash or hard green bar as desired.

#### Pine Scrub

Pine scrubbing soap of 20% anhydrous soap content.

#### Castile, U. S. P.

Strictly U.S.P. in bars, chips, granulated, powdered. Special brands stamped on cakes or bars.

#### Green Soap

U.S.P. IX and X.

#### Powdered Soap

A complete line of finest quality powdered castile, cocoa-castile, neutral tallow, shaving powder, and special formulae.

Let us send you samples and our complete price list. We specialize in supplying the trade.

#### KRANICH SOAP CO.

54 Richards St. BROOKLYN, N. Y.

the Same as you had before

WHENEVER your order reads "Standard" Grade Silicate of Soda.. you can be sure your shipment will be exactly the same as the last.

A made-to-measure product for the Soap industry . . with *Clarity* its outstanding feature. You cannot improve on Standard Quality.

- "Standard" Silicate
- is supplied uniform-
- ly to specification

STANDARD GRADE SILICATE OF SODA

## Standard Silicate Company

CINCINNATI · OHIO

OFFICE: 414 Frick Building, Pittsburgh, Pa. FACTORIES:

Cincinnati, O. Lockport, N.Y. Marseilles, III.

Jersey City, N. J.



#### **Navy Soap Purchases**

(From Page 67)

product as a regular item was in response to the many requests from manufacturers selling widely advertised cleansing compounds containing as the basic ingredient tri-sodium phosphate. The specifications as drawn up are intended to cover a cleanser having the essential composition of the tri-sodium phosphates on the market. The amount of tri-sodium phosphate is the important constituent tested for, which must be present in a definite minimum expressed as phosphoric anhydride.

Brief reference should be made to the amount of soap that is considered satisfactory generally in practical usage for efficient results. Experiments have shown that it is a waste to use soap in a much stronger solution than 0.4 per cent. These experiments, which were conducted by the National Laundry Owners' Association along the lines of determining the effect of different amounts of soaps on the stability of fine suspensions, have shown that there is a maximum effect at 0.2 or 0.3 per cent. In line with the foregoing, it might be of interest to mention that standard laundry formulæ containing approximately the above concentration of soaps, are used in conducting "washability" tests on a miniature scale in the chemical laboratory at the Naval Supply

Depot. An apparatus known as the Launderometer is used for this purpose in connection with the testing of various textiles for fastness to washing, the formulæ being those adopted by the American Association of Textile Chemists and Colorists.

The purchase of soaps and cleansers under specifications necessitates sampling and testing, which are somewhat costly operations. It is therefore, in general, of special value only when the amounts purchased are large. When smaller purchases are made and facilities for testing are not available, it is perhaps more economical to pay a slightly higher price for a desirable brand rather than incur the expense of testing a product at a low price. All deliveries of soap, and cleansers purchased under regular contract by the Navy are subjected to tests which are clearly defined and included in Navy specifications for these items. Purchases for commissary stores and ships' stores are made separately on the basis of acceptable brands.

Fats and oils may be bleached by the addition of sulfuric acid simultaneously with a bleaching earth, with agitation. The sludge is allowed to settle out and the supernatant oil is filtered through diatomaceous earth. U. S. Pat. No. 1,744,843.



#### THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.

PHILADELPHIA



Say you saw it in SOAP!



#### a FREE pail with every purchase



That's what the buyer gets when your liquid products are packaged and sold in the Por-Pail.

Because it has the full removable cover which pries off when the Por-Pail has been emptied, your customers have this sturdy bucket for miscellaneous utility in the factory, at the home or about the shop. And the clean, accurate and fast pouring through this rigid sliding spout makes your brand even more desirable.

The Por-Pail may be filled through either the spout opening (the spout hangs inside during shipment) or its full diameter. It ships without crating or packing and carries the most penetrating fluid in perfect security. Available in 2 to 10 gallon sizes, the Por-Pail is now the best steel pouring drum available for the sale of liquid soaps, stock dips, disinfectants and oils.

Would you like to see a free sample?

#### WILSON & BENNETT MFG. CO.

General offices: 6538 S. Menard Ave., Chicago Eastern offices: 39 Cortlandt St., New York

TAILOR MADE—and we believe, the lowest priced equipment ever offered for producing, regulating and controlling soap and water solutions, are features of the NEW PLUG TYPE

#### SOLUTIONIZER



Send height and width measurements of your containers (either steel or wood) and we can supply this equipment to exactly fit.

Attaches to water mains with hose, for use only with firm soaps, eight regulations controlled by a single bolt, may be shipped installed, complete or in half units.

Eliminates waste, regulates use, saves many times its cost.

THE SOLUTIONIZER CO.

1449 W. 69th St.

Chicago, Ill.

## INSECTICIDE DISINFECTANT REVIEW

A Section of SOAP

Volume VII, No. 6

June, 1931



Polish

So Successful on O-Cedar

O-Cedar Spray

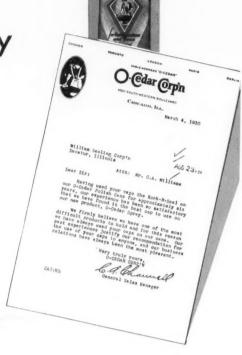
MORE convincing than any arguments we could offer about Kork-N-Seal's superiority are letters like the one reproduced here. We have scores of them in our files. Read every word of this letter! What it says about Kork-N-Seal is typical of what many other leading manufacturers believe and know is true.

Only actual experience with the use of Kork-N-Seal on your products can give you an idea of its real merit. O-Cedar know the many advantages of this cap with the little lever. They have now extended its use to sealing their spray, as well as polish.

For insecticides particularly, and for any other volatile product, the Williams Kork-N-Seal gives complete and absolute protection against evaporation and leakage, no matter how long the product stays on the shelf in the retail store. With Williams Kork-N-Seal, the manufacturer is assured that he has delivered the high quality product he intended the consumer should have.



WILLIAMS SEALING CORPORATION Decatur, Illinois











### CLEANLINESS IS NOT ONLY A VIRTUE IT IS A NECESSITY

In the Dark Ages pestilence ran rampant. Plagues were a common occurrence and whole towns and villages were wiped out. It was only when we learned that dirt and filth are responsible for many illnesses that we commenced routing our enemy, disease.

The disinfectant manufacturer plays an important part in the promotion of health, and Hercules Yarmor Steam-distilled Pine Oil, when made miscible by disinfectant manufacturers, plays an important part in safeguarding health.

Yarmor Pine Oil is uniform and pure and is an excellent ingredient for disinfectants, deodorants, and insecticides because it increases their efficiency.

Naval Stores Department

#### HERCULES POWDER COMPANY

961 Market Street, Wilmington, Delaware

Largest producers of pine oil, wood rosin, and steam-distilled wood turpentine.

28	HERCULES POWDER COMPANY, 961 Market Street, Wilmington, Delaware
M	Please send me a test sample of Hercules Steam-distilled Pine Oil.
Name	
Street.	CityState



## PYRETHRUM

In POWCO
BRAND Pyrethrum Products,
there is always
positive assurance
of high killing
power value.

POWCO BRAND pyrethrum products are the results of specialization and constant research. POWCO BRAND pyrethrum is milled by equipment designed for pyrethrum milling and nothing else. Careful checks show that there is no loss in toxicity suffered at any stage of POWCO BRAND production. Control tests are made on every lot of POWCO BRAND pyrethrum products both prior to and after completion of milling. Still other control tests are made just prior to shipment from the plant.

POWCO BRAND pyrethrum products are tested on live insects to determine exactly their practical killing power value, because it is fundamental that

JOHN POWELL &

Specialists in

114 E. 32nd Street

## DOWCO BRAND

### PRODUCTS

pyrethrum must, above all other things, kill insects. The killing power of the pyrethrum you buy determines its value. In POWCO BRAND, there is positive assurance of high killing power value.

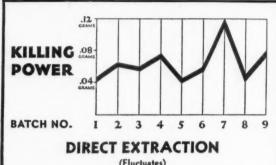
Our interest in POWCO BRAND does not end with shipment, but extends into your plant, your process, and the quality of your finished product,—making certain that it contains the full killing power of the pyrethrum. A purchase of a POWCO BRAND pyrethrum product is merely the first step in a service which carries through until your product reaches the consumer.

POWCO BRAND Pyrethrum Products are made for and sold only to reputable insecticide manufacturers.

COMPANY, Inc.

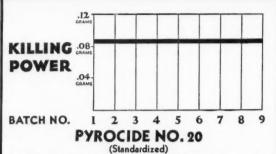
**Pyrethrum Products** 

New York, N. Y.



(Fluctuates)

When you use pyrethrum concentrate made by direct extraction (and not standardized) the pyrethrin content of each batch of fly spray or household insecticide will vary, as widely as from .04 grams to .12 grams per 100 cc.



When you use Pyrocide No. 20 as the base for your fly spray or household insecticide, using one part Pyrocide to 19 parts light mineral oil, the pyrethrin content is stabilized at .09 grams per 100 cc.-every batch the same-because the pyrethrin content of Pyrocide No. 20

## Lou can Stabilize the Killing Strength of your Fly Spray by using Pyrocide No. 20

THE killing strength of pyrethrum flowers varies from batch to batch. Laboratory tests of one hundred samples of pyrethrum showed a variance from 0.38% to 1.21% pyrethrins - and fly sprays made from unstabilized extracts or extracts made by direct percolation from the flowers will vary as widely as the flowers themselves.

Through application of the Gnadinger method for assaying pyrethrum flowers we stabilize the pyrethrin content of Pyrocide No. 20 at 1.8 grams per 100 cc.

By using Pyrocide No. 20 as a base for your fly spray or household insecticide you absolutely standardize the killing strength of your finished product.

Pyrocide No. 20 mixes easily with light mineral oil. We guarantee that when diluted one part Pyrocide No. 20 to nineteen parts of light mineral oil the result will be a satisfactory insecticide, with a pyrethrin content of .09 grams per 100 cc. Pyrocide No. 20 is guaranteed and labeled to contain 1.8 grams of pyrethrins per 100 cc. It is shipped in steel drums containing 10, 30 and 53 (American) gallons.

We also can supply you with pyrethrum flowers with known pyrethrin content in whole, ground or powdered form. Stock of flowers having a very high content of pyrethrin carried in New York for your convenience.

Wire today, McLAUGHLIN GORMLEY KING COMPANY, 1715 Fifth Street S. E., Minneapolis, Minnesota

## CONCENTRATED EXTRACT OF PYRETHRUM FLOWERS

## Bairds

#### Certified Coal-Tar Disinfectants

are known and used throughout the world because of their quality, dependability and efficiency. They are supplied only in concentrated form, dilute readily with water to form rich, milky emulsions, which do not separate on standing, and have a good clean odor of tar. Each batch is tested for germicidal strength.

#### Cresol Comp. U.S.P.

also known as Liquor Cresolis Compositus, U. S. P., is made in exact accordance with the specifications of the U. S. Pharmacopoeia. Phenol coefficient 2½ to 3. Dilutes with water to form clear, amber-colored solutions. Largely used by the medical profession, hospitals and veterinarians.

#### Crestall Compound

is similar in composition, appearance and odor to Cresol Compound, U. S. P., but prepared from refined cresylic acid as a base. Approximately twice as strong as the U. S. P. product, and very effective in preventing the spread of animal diseases.

#### Mosquito Larvaecide

A coal-tar product employed for killing mosquito larvae. Effective in dilutions of 20,000 to 40,000 to one. Superior to petroleum oil, as it is not affected by rainfall or wind and does not involve fire hazard.

#### Pes-Tox Insecticide

of the pyrethrum type, pleasantly scented. Quickly kills practically every type of crawling, flying and hopping insect. Light lemon color. Especially effective when used in the form of a spray.

#### Pine Oil Disinfectant

A fragrant pine product, made from pure steam-distilled pine oil according to the formula of the Hygienic Laboratory of the U. S. Public Health Service. Mixes freely with water to form good milk emulsions, with pleasant pine odor. Free from mineral oil or other adulteration.

#### BAIRD & McGUIRE, INC.

Holbrook, Mass.



St. Louis, Mo.

New York City and New Jersey Representatives:

Eastern States Supply Company, 136 Liberty St., New York City Telephone WOrth 2—3143.

## ARATINTS

## Perfume and Color NONE OPERATION

- 1. Fine powerful perfume value
- 2. Live standardized colors
- 3. Simplify your production
- 4. Available in two price ranges

Series A

Series B

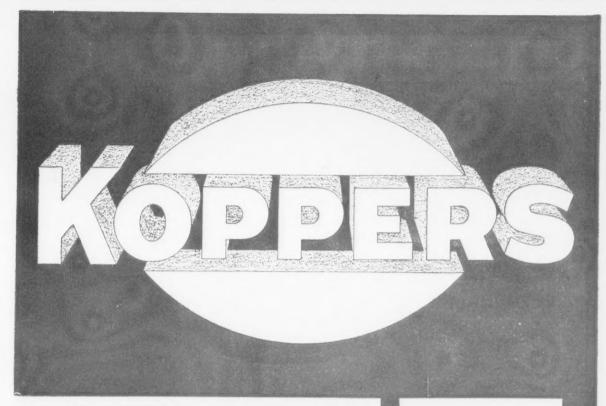
2.00 lb.

4.50 lb.

Paratints are meeting with great success particularly when used in paradichlorbenzene blocks and crystals. Excellent perfuming value, together with the good stability of the colors make Paratints outstanding values.

AVAILABLE IN ELEVEN DIFFERENT ODORS

GIVAUDAN DELAWANNA



### COAL TAR DISINFECTANTS

With unexcelled facilities for producing our own raw materials and for compounding and testing them in our own plants and laboratories, we guarantee Dependable Disinfectants of both soluble and emulsifiable types. Our soluble disinfectants form clear, pale solutions and our emulsifiable ones form rich, milky solutions, free from deposit when diluted with water. Our Frozen Tar Acid Oils (10% to 40% strength), properly compounded, yield white-emulsion disinfectants free from naphthalene deposits. Samples, prices and full information furnished gladly on request.

These products can be bought by the can or carload... put up as your own brand ... or shipped in bulk.



#### DISINFECTANTS

COAL TAR DISINFECTANT (Coefficients 2-20)

TAR ACID OILS

CRESOL COMPOUNDS (Liquor Cresolis Compositus U.S.P. Cresol Compound Technical)

ANIMAL DIPS

CATTLE SPRAYS

CRESOL U. S. P.

CRESYLIC ACID

LIGHT OIL DISTILLATES (Benzol, Toluol, Xylol, Solvent Naphtha)

WOOD PRESERVATIVES

AGRICULTURAL CHEMICALS (Ammonium Sulphate Flotation Sulphurs)

NAPHTHALENE (Crude and Refined...All Kinds ...Moth Balls...Flakes)

KOPPERS PRODUCTS COMPANY
CHICAGO PITTSBURGH PROVIDENCE

THE WHITE TAR COMPANY KEARNY, N. J.

**Divisions of The Koppers Company** 



## PREVENTING DISEASE MADE POSSIBLE THE PANAMA CANAL

FDICAL science has made amazing progress in just a few decades not only in curing and healing but in the art of preventing disease. Without measures that prevented sickness in the Panama Canal Zone, it is probable that the United States never would have completed the link between the Atlantic and Pacific Oceans.

Hercules Yarmor Steam-distilled Pine Oil, when made miscible by disinfectant manufacturers, is an aid to cleanliness and health. It is an excellent ingredient for disinfectants, deodorants, and insecticides because it increases their efficiency.

NAVAL STORES DEPARTMENT

#### HERCULES POWDER COMPANY

961 MARKET STREET WILMINGTON, DELAWARE

Branch Offices: Birmingham Chicago New York\* St. Louis Salt Lake City

NITROCELLULOSE . . . ALPHA TERPINEOL . . . STEAM-DISTILLED PINE OIL . . . COMMERCIAL ABIETIC ACID STEAM-DISTILLED WOOD TURPENTINE . . WOOD ROSIN . . ETHYL ABIETATE . . COTTON LINTER PULP

Please send me a sample of Hercules Yarmor Steam-distilled Pine Oil.

Name Company Strate

### THE HAND THAT REACHES FOR THE PURSE . .

Must be Convinced of Value!



Do Its Part!

See your product through the eyes of the consumer . . play his hand . . reach for his ideal.

CANS such as these . . "Empeco-Made". . speak value, and tally with customer ideas of suitable quantity too.

Let us design your Package . . in Serial Sizes . . for

Insecticides . . . . Disinfectants Polishes . . Chemicals **Liquid Preparations** Volatile and Non-Volatile Plain or Color Lithographed

### METAL PACKAGE CORPORATION Sales and Executive Offices: 110 E. 42 nd St. NewYork City

PLANTS | New York City . Baltimore . Brooklyn THE FISCHER CAN COMPANY DIVISION Hamilton, Ohio

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1	W.S. Lilac No. 1	1.50 W	.S. Lavender	1.25	W.S. Bouquet	d'Amour	2.25
1	W.S. Perrol	2.50 W	.S. Jasmin	1.50	W.S. Bouquet	Christmas	1.75
1	W.S. Bouquet de Fleurs	1.25 W	.S. Lily	1.50	W.S. Bouquet	Sharima	2.00
1	V S Mint	1.00 W	S Gardenia	2.25	W.S. Bouquet	Oregon	2.00

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## 20 fine new odors for Para blocks

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Colors right in the oil if you want them.

Rose Lilac Violet Orange Blossom Bouquet Oriental Cedar Pine Jasmin Carnation Lavender Mint New Mown Hay

## Send for samples. See for yourself how our oils improve your products.

For the new season—try our FLY SPRAY oils. Made especially for spray use. Jasmin, New Mown Hay, Orange Blossom and Bouquet 118 are popular. Many others. Send for Samples.

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## INSECTICIDE DISINFECTANT REVIEW



A Section of SOAP.

SOAP is official publication of *The Insecticide and Disinfectant Manufacturers Association*.

Harry W. Cole, Holbrook, Mass., Secretary.

## INSECTICIDE AND DISINFECTANT MAKERS MEET IN CHICAGO

The seventeenth annual summer meeting of the Insecticide & Disinfectant Manufacturers Association was held at the Edgewater Beach Hotel, Chicago, on June 1, 2, and 3. The sessions of the meeting were given over chiefly to the discussion of subjects dealing with sales problems, marketing, raw materials, and allied commercial topics. The mid-summer banquet was held on Tuesday evening in the Lincoln Room of the Edgewater Beach Hotel and was followed by a floor show. The convention closed at noon on Wednesday, June 2. Among the leading speakers were John B. Gordon of the Bureau of Raw Materials for the Vegetable Oils and Fat Industry who spoke on "The Oil and Fat Supply

of the Soap Making and Related Industries," O. J. McClure on "Salesmanship and Selling," James O. Kinsey of the National Association of Cost Accountants on "Cost Accounting from a Management Point of View," John V. Halaska of the Acme Chemical Co. on the "General Problems of the Liquid Soap Industry," Edward G. Eckerman of the Davies-Young Soap Co. on "Problems of the Liquid Soap Manufacturer Selling the Jobber Exclusively," L. J. O'Grady on "How to Use the Telephone to Develop Business," Niles Trammell of the National Broadcasting Co., on "Furthering the Sale of Products through the Use of the Radio."

A number of important and interesting papers



Part of the Insecticide & Disinfectant Manufacturers Convention group who were present as the 17th Mid-Summer Meeting opened at the Edgewater Beach Hotel in Chicago on June 1



Peter Dougan of Merck & Co., Rahway, N. J., chosen second vice-president of the Association at a special election in Chicago to fill the vacancy caused by the resignation of E. B. Loveland

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were delivered before the meetings in the form of mid-year reports of various committees of the Association. Those committee reports given at the meeting, along with the reports of the president and secretary, are given herewith in full. All addresses and other committee reports will be published in the next issue of *Soap*.

#### THE PRESIDENT'S ADDRESS

WE have arrived at the mid-season Convention of our Association, the path to which for the last two years has been sadly strewn with obstacles and pitfalls, and in some cases with disaster. Many trade associations have disbanded, many are in dire straits through need of members and revenue, and we should feel our Association especially favored in that with all the great difficulties of the past two business years, we find ourselves in a healthy condition, and our number undiminished even though our pocketbooks have suffered. It is a sad commentary on the reaction of the business mind of many men that when a period for retrenchment arrives, they begin with eliminating, what they consider the expense of their trade association, and are too shortsighted to realize that membership in any association such as ours should not be viewed in the light of a contribution, but as an investment of very great value. If there be a period in the history of business men, or businesses, when trade associations of the right kind are necessary, it is during a period of depression when trials and difficulties without number assail us. should remember that at such unkindly times it is the first duty of every individual and every firm to seek all possible means, and to make all possible efforts to put their house in order. No trade organization can be stronger than the men who compose it. Trade organizations are the media through which we may offer an impenetrable front against the attacks of depressing business. The shortsighted man fears no storm while the sun shines. The farsighted man will prepare his shelter so that it may protect him when the storm arrives. The man of little vision spends his time battling for his small part of the larger business possible, where the more thoughtful man combines his efforts with those interested in the same endeavor and therefore presents an unbroken front to opposition. Too often we see the little man spending hours trying to beat some one out of a dollar, while the bigger men are meeting and planning greater things for the future of their industry. If there be one great function belonging to a trade association such as ours, it lies in the three following

1.—The gathering of all types of information as affecting our business,

2.—The sorting and sifting of this information when acquired, and

3.—The passing of it on to our members in general, and then getting it into use.

While price fixing of a certain type may be an offense

against the laws that now exist, there are many things in business upon which we may agree to our mutual benefit. The thoughtless man in many cases is inclined to take his own action ofttimes following the impulse of angry retaliation which may lead him into some unfortunate wilderness from which his retreat or advancement may be impossible.

The opportunity to discuss these matters of an unsatisfactory nature with his competitors in the same field of endeavor will ofttimes prevent rash action on the part of some individuals or firms. The impulse of every member of a proper organization should be to climb up from the bickering lowlands of competition to the heights of co-operation. We should remember our responsibility to the vast number of consumers of our goods. Contracts call for quality as well as for quantity. Successful business to-day calls for fair dealings with those through whom we market our goods, as well as to those to whom they sell them. Senseless competition will only fall to the low level of vicious prices, together with the abandonment of quality.

The trade associations, if effective, discourage practices of this kind, and should lead us on to better things. Members of our organization largely engaged in manufacturing, and in the selling of manufactured products, should think well in these most difficult times before reducing quality, or before making unwarranted changes in prices. The jobber, the retailer and the consumer will in bad times as well as in good hold unbroken respect for the individual, or firm, who carries on in a competent, honest and dignified manner.

We have seen many products come and go, the staunch and the reliable are still with us. So, gentlemen, let us proceed to better things, abandon all thoughts of petty jealousies, cheap politics, and the things which make for little. The people of this great land have need for our products, and consequently need for us. Let us study how we may preserve our business and how we may advance it, remembering that the old and tried policies are best, and that without honesty, we cannot have agreement here among ourselves, or in the great field where we do business

May all merited criticism be made in open meeting, and

W. J. Zick of Stanco, Inc., New York, chosen a member of the Board of Governors at a special election in Chicago to fill the vacancy left by the election of Peter Dougan as a vice-president



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none after the sessions are over. May all recommendations be discussed while we are in convention, and not be hidden until after we are closed, and may you remember that the officials you have appointed are entitled to your support in the positions in which you have placed them, and may your efforts be as intensive and earnest as theirs so that our entire Association may prosper.

We have prepared a lengthy and valuable program; its true worth will be reflected in the attention you give it, and the consequent value you carry away. May you waste neither your time, nor your employer's, and may your attendance at this Convention be of great value to you, and to your Association.

ROBERT C. WHITE.

Officers of the Association in a jovial mood— (left to right) Harry W. Cole of Baird & McGuire, Inc., secretary; Robert C. White of the Robert C. White Chemical Co., president; Evans E. A. Stone of William Peterman, Inc., vice-president; John Powell of John Powell & Co., treasurer



#### REPORT OF THE SECRETARY

CINCE our last annual meeting in New York City, we have had occasion to issue thirty-one bulletins to the entire membership, eleven to members of the Board of Governors and two to the Chairmen of Standing and Special Committees, a total of forty-four. These have dealt with diversified subjects. Those to members pertained largely to pending legislation. As our members know, the state legislatures have been quite active since the first of the year, and hundreds of bills of various types have been introduced. Of these, comparatively few adversely affected our interests. Early in March, so-called economic poison bills appeared in the legislatures of Delaware, New York and Missouri. The purpose of these bills was to require the registration and inspection of agricultural insecticides employed in pest control. The language employed, however, was such as to embrace household insecticides, and even disinfectants which came under the definition of bacteria. Through prompt and united action, the Delaware bill was suitably amended, and the New York and Missouri bills were killed. Of all the measures introduced in state legislatures this year, which were in any way injurious to our industry, all with one exception have been satisfactorily disposed of. The exception is that of an enforcement clause to an existing law in the state of Iowa which provides that all purchases of such commodities as disinfectants, insecticides, cleansing materials and janitors' supplies to be used by state and municipal institutions shall be purchased from a state board of control. The law itself was enacted four years ago, but the enabling clause was not adopted until just recently. Inasmuch as this rider to the bill was passed by the legislature and signed by the Governor before the industry had an opportunity to submit a protest, it is unlikely that any relief can now be afforded, except to attack the constitutionality of the law or forcing a repeal at the next session of the legislature. Such a bill as this, said to be sponsored by a group of dealers in janitors' supplies, was threatened in the state of Indiana, but happily it did not mature. It would seem that there is a growing tendency for legislation of this type, and our members are cautioned to be on the lookout for it and to act promptly when it is brought to their attention. The exclusive purchase of state, country and town supplies from an agency created by the state, rather than from legitimate manufacturers and distributors of such supplies located within the state, is a practice which is fraught with grave danger to those who specialize in the manufacture and sale of such materials. It is manifestly unfair to the commercial trade, which pays sizeable taxes for the privilege of doing business, to be forced to compete against state boards of control or institutions such as the state penitentiary. We are keeping a watchful eye on legislation of this type, and will make you acquainted with it as it comes to our notice. It behooves us to work in unison when harmful legislation is pending.

During the last six months our inter-association activities have been more pronounced than at any previous period. The members of our Board of Governors have been written to frequently, as have also the Chairmen of the various Committees. Although our membership is not large numerically, we are pleased to feel that many of the most representative and responsible business houses of the country in our line are on the membership roll, and that we have their unswerving support. There is still room for enlarging the list as there are eligible potential members who are not as yet sufficiently familiar with our activities to warrant them in joining us. A careful survey has been made of the field, and a list of both prospective Active and Associate members has been compiled and divided among the members of the Board of Governors which now comprises our Membership Committee.

T is generally conceded that the worst period of the present depression is now behind us, and that conditions are showing a modest, though marked, improvement. It should be kept in mind, however, that this slump which is one of the major ones this country has experienced, is not local or confined to any particular line of industry. The whole world is affected. There is every indication, however, that the United States will experience a more rapid recovery than our foreign neighbors, although the word "rapid" is used advisedly. We are all in agreement, I am sure, that the man, or men, who feel that a sudden spurt of activity in business circles is just around the corner, has either been misinformed or is overly optimistic. We must be content with a gradual improvement until world economics are more nearly stabilized. As a direct result of the present depression, we are face to face with an outstanding and demoralizing influence-that of wholesale price-cutting. There seems to be that ever-present urge to get business, no matter how low we may be obliged to quote to command it. Such tactics will prove as big a factor as any in preventing the early return to more normal conditions.

Today merchandise of almost every conceivable variety is being sold for less money than for many years past; in fact, some of it is being offered at figures closely approximating cost. We probably all know of cases where sales have been made even below cost. The wisdom of this policy is open to serious question. Many concerns are faced with the problem of either closing up shop and admitting defeat, or turning to adulterating their products so that they may be sold for less and still net a little profit. The pinch of unfair competition is being keenly felt. There is small satisfaction in giving goods away just merely for the sake of doing business, and we are all prepared to admit, I am sure, that if this evil continues for any length of time, it will spell ruin. Matters such as this you may care to discuss at this series of meetings, because it affects every single member, and there is no better opportunity than now when we are all together to thrash out the problems which give us most concern.

DR. C. C. McDONNELL, Chief of Insecticide Control, of the Food and Drug Administration, U. S. Department of Agriculture, and his associates in the Department continue to give us their fullest cooperation in guiding us through the intricate maze of labeling requirements. With their help we have been able to disseminate information of value to our members, and to prevent our people from making serious errors in the branding of their products. Once in a while, however, we come across some overly-zealous individual who insists upon making claims



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As the poison SPECIFIC TO RATS AND MICE, red squill is absolutely harmless to human beings or domestic animals.

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One of the most powerful insect killers yet discovered. Deadly to insects both through the stomach and as a contact insecticide.

## HOPKINS' Analyzed PYRETHRUM

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Made Exclusively from the CLOSED DALMATIAN PYRETHRUM FLOWERS



Open or half-open insect flowers necessarily lose part of their active principles through the action of the elements.

To assure yourself of pyrethrum with the highest, consistent run of killing activity, specify HOPKINS' PYRETHRUM PRODUCTS. They are made, unvaringly, from the highest-testing Dalmatian Flowers only.

We are in position to give you interesting quotations, either for contract or immediate delivery.

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not warranted by tests. In general, it may be said that the less one says on a label the less the probability of making erroneous statements. Directions for use, however, should be sufficiently full and explicit so that the buyer of the product may know how to use it intelligently. Guesswork should be avoided at all times, and only those statements used which will conform to what is known to be the truth. In spite of the excellent work which has been done by the law-enforcing agency of the U. S. Department of Agriculture, certain types of products in our line have been rather grossly misrepresented. Some of these preparations, if we are to gauge their value from what is said on the label, might be considered a panacea for all human ills. Such misleading advertising gives the industry a setback from which it takes a long, long while to recover.

The disinfectant industry in this country is not an old one, yet we have members in this Association who have been connected with it for more than thirty years. In these years many changes have taken place. Research has revealed that many disinfectants have a range of usefulness never dreamed of in the pioneer days. Notwithstanding the vast and important accomplishments in which disinfectants have played a part over the last quarter of a century, it is regrettably true that a very large percentage of the commercial disinfectants on the market today are sold principally as a cleanser or as an aid to cleanliness. They are advertised as such, talked of as such, and used as such. The real value they possess as a killer of harmful disease bacteria, as an antiseptic in the treatment of cuts, superficial wounds, and abrasions of the skin, their ability to prevent the spread of infection and contagion, in overcoming or minimizing objectionable odors, as well as repelling certain types of insects-all these have apparently been lost sight of in following out the general practice of selling the product as a cleanser. Today, as we all know, the public press is replete with advertising of oral antiseptics, of germicides, of insecticides, of deodorants, and preparations for personal hygiene. More than ever articles are appearing on the need of sanitation and cleanliness. The housewife is being made more conscious of the need of this or that for helping her to have and maintain a sanitary home. Several times a week, we hear radio broadcasts largely devoted to antiseptics and germicides. We also hear able addresses on the early history of preventive medicine and of the achievements of such noted scientists as Lord Lister, Koch and Pasteur, as well as the more modern methods which involve sanitation. Right here we have a splendid opportunity to capitalize on this publicity and vigorously to carry forward the work of bringing our products to the attention of the buying public. Up to this time, however, it would seem that the commercial houses who are directly concerned with the manufacture and sale of materials used in the promotion of sanitation are, for the most part, contentedly slumbering and deaf to the knocking of opportunity.

This is an opportune time, too, to discuss the many phases and problems of the household insecticide industry, of the difficulties which the manufacturers of liquid soaps are facing, and of the need for organizing the various forces within the industry so that all may work together in mutual accord and with a singleness of purpose.

It is human nature perhaps for a man to give his closest attention and best thought to his own particular business, and to develop this along sound lines. He is not prone to think much about the other fellow or what he is doing along kindred lines, except to assure himself that his competitor is not wresting any desirable business away from him. This close attention to one's own business tends to dwarf the viewpoint and conception of the bigger things. Among these bigger things is the industry of which the individual manufacturer is a relatively small part. If we would but pull ourselves loose from the intensive study we make of our own problems, and view the industry as a whole, we would be more conscious that our success in the venture we have chosen as a career is contingent on what the industry itself does to merit public confidence and esteem. Just as one bad apple in a barrel will eventually

spoil all the good ones, so will one unscrupulous or unprincipled manufacturer tend to ruin the reputation of those who are trying to conduct their businesses on ethical principles. We all condemn the shyster methods of getting business as deplorable, yet we do practically nothing to correct such abuses.

We find that the fellow with a stick in a barrel who undermines trade by quoting ridiculous prices based largely on an ignorance of what it is costing him to produce his material, is making it doubly difficult for us to succeed, and yet we do nothing about it. We have an Association which caters especially to those in our line. We attend the meetings or we do not, according to how we feel about it. We are given the opportunity to meet our competitors, most of whom-like ourselves-are trying to do a perfectly legitimate business, and yet we pass by the opportunity to do something really constructive along the lines of weeding out those who will not play the game squarely. This is the time and place to get together on these matters, and determine what can be done to not only elevate the industry but to help better our own individual businesses. Will we take advantage of it at this time, or will we again let the chance slip through our fingers? At no time in the last twenty-five years has there been such a need for getting together as now.

N the preparation of the program for this series of meetings we have tried to embrace features which would be of distinct interest to the various classes of business represented in the Association. In keeping with the expressed wish of the majority, we have tried to make this Convention one of practical value to you. Accordingly, highly technical discussion has been held over until the annual meeting. The keynote of this series of meetings is "How to Do More Business." To this end, we have arranged for a free and full discussion of salesmen and salesmanship, how to figure costs, how to use the telephone to get business, how to make the best use of your trade associations, and how the radio may be employed to bring your product to the attention of the greatest number of buyers. A discussion of the activities of our committees will be unfolded as the sessions progress. We must perchance also deal with the problem of how to make our products better, which involves standardization, and we should find particular interest in the recommendations of the Committee which deals with the use of proper nomenclature. Our particular aim has been to give you something you can take back home with you, and which will cause you to feel that this Convention has been of particular helpfulness. If we succeed in this, our labors will not have been in vain.

As has been announced, all sessions of today, tomorrow and Wednesday will be closed to the public. Only members, representatives of members, and invited guests will be allowed to attend. This does not mean that we have any desire to be exclusive, but indicates that the information brought out and discussed should be for the sole benefits of those who maintain the Association and its work, and should not be the property of the idly curious who would otherwise drift into the meeting for the purpose of taking valuable ideas away without in any measure contributing to the Association or its activities. It remains for you gentlemen who comprise the membership to decide whether closed sessions are preferable to open ones.

This report would not be complete without a reference to those who have given so generously of their time and effort to make this series of meetings the success we hoped for it. Your President and Secretary have been in almost daily touch with each other by correspondence. Dr. White, as was expected when you elected him to the highest office within your gift, has been a tireless worker in the interests of the Association. He has made many personal sacrifices of time and money, has attended all meetings, and has directed the affairs of the Association with a skillful hand. We owe to him a debt of gratitude for so zealously and successfully guiding the Association through the troublesome period of the last eighteen months. Many of the members of the Board of Governors

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#### Powdered White Neutral Soap

Contains less than 1-tenth of 1% free alkalies . . . used by dentifrice manufacturers.

#### U. S. P. Powdered Castile Soap

A quality product which meets the most rigid requirement of the discriminating buyer.

 Essential Oils
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It is easy to handle, constantly uniform, absolutely effective and put up in various size drums. We'll gladly send sample, quote prices and give any additional information desired.

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have also given quite freely of their time to advance the interests of this, your Association. The management of the Edgewater Beach Hotel, where we are privileged to meet for the fifth consecutive year during the summer, has again gone out of the way to make our visit a pleasant one and our meetings a success. Evidence of this is furnished in the low room rates which have been made for this occasion, the supplying of our programs, and the equipment which will be used to show the several motion picture films to be exhibited at later sessions. The United States Department of Agriculture, Food and Drug Administration, has very kindly loaned us several of their representative motion picture films bearing upon our particular line of activity, and these have been brought from Washington by our good friend, Dr. McDonnell, to make certain that we would not be disappointed through any possible failure of the transportation companies to deliver them in time.

We continue to enjoy the fullest cooperation and support of the publishers of our official journal, Ira P. MacNair, and Grant A. Dorland. These gentlemen lose no opportunity to give to our Association and its activities the fullest publicity.

HARRY W. COLE, Secretary.

#### REPORT OF COMMITTEE ON INSECTICIDES

A S Chairman of the Committee on Insecticides, may I remind you that the very name of this committee, allows it to tackle any problem in the insecticide industry. When appointed, this committee consisted of twelve individuals, but since has been reduced by the dropping of inactive committeemen. The active members of the committee have not unanimously agreed with the workings up to date. The problems taken up in this report are only the urgent ones, due to the little time allowed for a report.

Problem No. 1. Definition of a pyrethrum extract. The suggested definition of a pyrethrum extract is as follows:

"Pyrethrum extract is an extract prepared from pyrethrum flowers with the aid of a petroleum oil or other suitable solvent with or without harmless, odorous materials and contains in 100 cc. the active principles of not less than 9 grams of pyrethrum flowers. (This is equivalent to 12 ounces avoirdupois per gallon.)"

Problem No. 2. Standard for all household insecticide sprays, whether consisting of pyrethrum or not. The suggested definition of a household insecticide is as follows:

"Household insecticide spray is a solution in oil or other suitable solvent of an insecticide or insecticides, harmless to warm-blooded animals, with or without harmless, odorous materials and having an insecticidal toxicity equal to that of pyrethrum extract."

It is the consensus of the committee, but not unanimously, that it is worth while to consider a standard somewhat similar to the two above proposed. We only refer this report to the board of directors or to the convention as a whole to act as they see fit. This committee functions only to the point of suggesting to the convention material for its consideration, and we are not asking at this time for a vote on the question. This problem of standards should be given serious thought. You will see from the preliminary work already done in over 35 cities that the insecticide industry is not in a healthy condition. The chairman's personal opinion may not be the committee's viewpoint, but he feels that at the December meeting, we will be able to show further reasons for some minimum standard, whereby the industry will be elevated. Through better quality will come increased sales volume to all. Poor goods bring poor sales.

Problem No. 3. Census of the insecticide industry through the co-operation of the Government. The committee furthermore feels that a census at this time is unnecessary for the Government will not undertake such

a project until 80% of the industry pledge their support. We believe it advisable to lay this on the table for future reference; however, in laying this aside, we suggest that it be kept in mind and not permanently shelved. Other associations have found statistics very valuable in comparing their growth or decrease with the total business of the industry. An association with which I am closely affiliated has found that its industry is going ahead more rapidly than was thought. At first, there was much criticism by the leaders in the field because the census might divulge too much information. Today we find that this industry is ahead of the game because of three years previous work and they know these facts: (1) Volume of business done annually. (2) Number of individuals operating in the industry yearly. (3) Full details of different products and statistics showing which are going (4) The distribution of products in the different sizes given in percentage with elimination of small percentage sellers. (5) The seasons' and the months' per-centage volume to gauge drives for slack months, not peak months.

This report from year to year becomes more important to the industry and may we suggest that such a census be taken of the insecticide industry at some future time, if the majority desires it. While all of this material is kept absolutely secret in Washington, the general mass of information is given out in total figures so that each person may compare his figures with the total and get a percentage.

Problem No. 4. Analytical survey of 115 leading cities of the United States on insecticides, advertising, merchandising, selling and policies. A mass of work has been done on this survey and realizing thoroughly that many of our good members do not believe in surveys and think they do not mean anything, yet, unquestionably a survey properly conducted, yields general information which is helpful to individuals and to the manufacturer. In other words, if the survey means nothing more than general information, it will be worth our while to have spent many tedious hours on this work. Reports have been accumulated in part to date and we have reports from over 33 cities out of the 115 already. The questionnaires, about 25 to 100 in the case of each city, have been analyzed carefully, and a "high spot" report is hereby being given you. I am honor-bound to retain and not to show any of the original questionnaires sent in, as they carry names, brands, etc. In order to give you clearly the facts that the insecticide industry is having its troubles along with other industries, may I call to your attention the following criticisms given in answering these questionnaires from different cities all over the country. They are given in the order of complaint:

(1) The leading criticism is that the odor of liquid sprays used is objectionable. (2) The second leading complaint is that insecticides used are inefficient. (3) The third leading criticism is that prices are too high. (4) The fourth constructive criticism is that additional advertising would be most helpful.

In summing up these criticisms, the writer has taken into consideration as many angles as possible, realizing that there are more insecticide sales per store in the South than in the North; that the Southern seasons are earlier and longer than those of the North for insecticides, and that liquids and powders differ considerably with the territory and the insect pests encountered. We can correct all of them, if serious enough to us.

It is interesting to know that most of the chain drug or grocery store replies carried little or nothing in the way of criticism, while the independents gave full reports in practically every instance. Other frequent criticisms were: Deals too large—less free goods and a uniform price—distributed through too many types of stores—dangerous to use—great evaporation—greasy—too much trouble for results—soils clothes—will not kill roaches and other crawling insects as easily as flies, etc. This shows natural resistances to all products. A bad product often kills the best one's sale.

WE OFFER THE FOLLOWING

## CONCENTRATED PRODUCTS THE MANUFACTURING TRADE

For their convenient use in repackaging and resale—under their own name and brand.

## PYREFUME

CONCENTRATED PYRETHRUM EXTRACT

No machinery or apparatus required to make an insect spray. Mix 1 part with 4 parts of kerosene, perfume—mix, stir and you have a spray of standard strength representing 1 lb. of flowers to the gallon.

The many repeat orders we are receiving convinces us that Pyrefume is giving entire satisfaction.

Price attractive. Write for sample and quotation.

## FOLIAFUME

A SPRAY FOR FOLIAGE OF ALL KINDS

Non-poisonous. More effective than nicotine or arsenates and cheaper. Protects the garden, vineyard, orchard, nursery and shrubbery.

A Very Profitable Resale Article. Write for Particulars.

## RODINE FOR RATS

A LIQUID REDSQUILL CONCENTRATE—TESTED

Also very profitable as a resale item. Write us.

#### **INSECT POWDER--ALL GRADES**

Prices on contracts are now very favorable.

#### S. B. PENICK & COMPANY

Insecticide Specialists

115 FULTON ST.

NEW YORK, N. Y.

Their criticism on advertising is interesting also, and they state that newspapers are the most helpful means of advertising; window displays second, radio broadcasting third; special pricing of goods running a very poor fourth; and a few straggling votes in favor of billboards, demonstrations, booklets, street car and magazine advertisements. Here also the committee feels that newspapers naturally were given the preference because the newspapers were instrumental in making these surveys, and would naturally get every possible "break."

"The Insects Most Prevalent" yielded the usual information which is hardly worth recording but "Use of Powder vs. Liquid" (and this report only dealt with package goods) stated that liquid outsold powder 3 to 1 in Southern territories. Liquid again outsold powder 9 to 1 in more limited markets. It gave answers to the "Combination Package" which showed that the average dealer does not desire a combination style package. The vote was against it proportionately 9 to 1. "The Resale Price" as suggested by the manufacturers, yielded a fifty-fifty vote as to whether the price was sustained.

Most of the merchants stated that they did not have a "Clean-Up Week" at any particular time of the year but those who did, mentioned April or May, April being the leading month. "The Best Month for the sale of Insecticides" yielded a very heavy vote for June, July and August with a surprisingly small proportion in May and September, the heaviest months being June and August. Most of the dealers would prefer selling "One Package that would Kill All" insects, including the moth, rather than sell separate packages, although they stated that they were carrying and selling moth repellants. "The average investment in Insecticides" per year brought very little information and "Number of Guns purchased annually," likewise.

"The proportion of different sizes of Insecticides carried in stock" clearly proved a good picture of the business, namely, that pints were the largest seller, half pints being a very close second and quarts running far behind. The stores surveyed included chain drug and grocery, and independent drug, grocery or hardware stores. Very interesting information was received in answer to the question "What Brands do you notice the most price cutting on," etc. This information is not for public use, but any specific association manufacturer desiring to ask any questions will be taken care of as the survey continues in 115 cities.

"The time of placing orders for insecticides" was the subject which we had expected to receive much illuminating information on, but the answers were so muddled that we could not get a clear enough picture and will hold this over until we receive further reports. "The month in which most of their stock arrives," on future deliveries or otherwise, will be given further consideration.

In giving these highlights, we are unable to discuss all the subjects we would like to, such as questions and answers on: Do you buy deals? Why? Do you recommend general household insecticides as moth repellants? What suggestions or criticism have you on selling, advertising or service policies of insecticide manufacturers? What complaints on insecticides do you get from consumers? There are many other questions that were answered and if any member of the association is interested, will be very glad to give him the general results. No names can be mentioned in reports as we have promised that no information will be divulged to anyone except in a total or in the abstract.

This report is very lengthy and was written hurriedly because of our wish to include data which was received up to yesterday morning. We believe that our work will stimulate some thought. Whether it is worth while is up to you to determine.

Wish to hereby express my appreciation to none other than Messrs. Thomas, Murray, Busch, Wagner and others of the committee for their unusual support.

C. P. McCormick, Chairman.

#### REPORT OF DISINFECTANT COMMITTEE

CURRENT business conditions are reflected in an increase of those problems which we have discussed so often, viz; the low prices that are being quoted for disinfectants. In some cases the probability is that the rates named are low because the party or parties making them have not figured their costs and expense of doing business correctly. Raw material and labor costs have not declined very much, while on the other hand, it takes more effort and time to sell goods now than it did two years ago and hence selling costs have advanced. In those cases where costs have not been re-checked within the year, we fear that those who are selling goods at the low prices will find themselves in the red when the books are balanced.

Of much graver consequence to the industry is the practice of taking quality out of the disinfectants or else by adulteration lessen the cost of goods and thus be able to quote low prices. Faced as the industry is with State Laws and Government Regulations the evils of cheapening a disinfectant by these practices ought to be apparent and serve as a deterrent. The Food and Drug Administration of the U.S. Department of Agriculture is closely watching those merchandisers who elect to move their goods at cheap prices made possible by taking quality out of or adding adulterants to their disinfectants. The experience of other industries has proved in the years that have passed whether they have been good business years or poor ones that the products which live and grow are those products which are quality products. Products which sell on a price basis alone somehow or other as the prices go lower and lower find that their buying public gradually assume that the product is of little value and can therefore be discontinued. The low prices have killed their business.

The Disinfectant Committee thinks that the present affords the opportunity of making new and great advances in disinfecting matters by reviewing our products and if it be possible improving them so as to meet the demands of better sanitation. Some of these demands can be seen plainly now—others are only dimly apparent—and the quality products are the ones that will meet the requirements. For example have you considered the desire on the part of the public to use a disinfectant more freely if the odor of the product was not overpowering? The uses of the material for other ends than merely using it in toilet rooms?

Are our directions and suggestions for the use of a disinfectant as clear cut and plain and convincing as they ought to be for getting customers to use it in other places besides toilets? How about ways and means of establishing the proper dilution and use of a disinfectant among the janitors, porters and cleaners? Can we get these things over to the buyer so that he in turn will be helped when he endeavors to instruct his workers?

when he endeavors to instruct his workers?

The Disinfectant Committee notes as signs of the progress being made in producing more efficient and practical products the work that is being done by the makers of Pine Oil and Hypochlorite disinfectants to stabilize their products. One house has produced within the year a powder which when mixed with water produces a high percentage of available chlorine. The work of a producer of tar oil disinfectants in raising the phenol co-efficient of his principal disinfectant to almost twice the figure which it had before. The work of a producer working with the Cresol type of disinfectants in developing a new process and thus producing a new product which is claimed to be highly efficient, has a perfume-like odor and seems to open up a new field for development in producing efficient disinfectant compounds.

As to the outlook for the Industry the committee sees no reason for expecting smaller sales on disinfectants. On the contrary it looks very much as though the opinions given at former meetings as to the public not being germ conscious are all wrong. To prove this, just look up the ads of the different antiseptics appearing in the newspapers and magazines. Every one emphasizes the potency of the antiseptic by its ability to kill germs. Apparently the public responds readily for the products so advertised

# Well Perfumed NADHTHALENE will sell this season!

Here are two tested perfumes that will cover:

Colorome Series E

BOUQUET NAPHTH L

Coloromes can be had with or without color as desired.

FELTON CHEMICAL CO., INC.

599 Johnson Avenue BROOKLYN, N. Y.

Chicago Office: 1200 NORTH ASHLAND AVENUE

according to trade reports are selling well and enjoying increased business.

Most every one on the committee laments the fact that as a group we cannot agree on a plan of co-operative advertising. Such being the case—perhaps we can agree on a simpler arrangement and the committee offers the idea—of having an able writer prepare for us "Envelope enclosures." These would be terse well-written stories with the touch of dramatic emphasis on the importance of the discoveries made by scientific and other observers as to the need and usefulness of disinfectants.

Our buyers at present are induced to buy disinfectants because of having convinced themselves that there was a need of them, by this article or that article which they may have read about in a book or in a paper. But the why's and wherefores they do not clearly understand.

For example there is a dramatic story in the tale of "Leeuwenhoek" the Dutch Dry Goods dealer who found the "Wee Beaties" in water when he perfected a microscopic lens. The later proof that germs breed germs by "Spallanzani," the Italian Pasteur's proof of how "Microbes," as he called them, affected Wines, "Soured Milk" killed "Silk Worms," Lister's introduction of Antiseptic Surgery, Koch's demonstration of the work done by germs in causing disease. And in between the popular fallacies that were followed in plague times when huge bonfires were made to stop the spread of an epidemic.

The preparation of well written envelope enclosures could be kept within the cost of a very reasonable sum—and the expense might easily be met by supplying the enclosures to members—who would buy what they needed and send them by mail with their letters, bills, etc., and also distribute them among customers and prospective customers by salesmen.

As an industry, we lack the speaking voice to make our service and products better known to the public and it is thought by some that this form would as a beginning meet the needs of advertising the merits of using disinfectants.

S. H. Bell, Irving Levy, P. W. Smith, James Varley, Samuel Cabot, H. A. Nelson, Walter R. Hills, P. J. Walsh, D. N. Calkins, Frank Symonds, S. S. Selig, M. D. Gill, M. M. Marcuse, Peter Dougan, Chairman.

#### REPORT OF LIQUID SOAP COMMITTEE

ONSIDERABLE correspondence between the members of this committee has been had and the following facts are submitted for your consideration:-There is a feeling among the manufacturers and jobbers of liquid soaps that a great many evils, which are prevalent in this particular industry today, should be corrected. This feeling was brought to a head in February when a meeting of some fifteen or twenty manufacturers was held in Chicago. The purpose of this meeting was to ascertain whether those interested in the manufacture and sale of liquid soaps were sufficiently interested to form an organization, the purpose of which would be to improve the industry generally. Quite a few of the members of this association were in attendance at this meeting. Your Chairman has been advised that nothing definite has been done regarding the permanent organization of a liquid soap association and that the interest exhibited by those in attendance at that time was not sufficient to justify continuance of the effort.

Your Committee would recommend that, owing to the seriousness of many problems confronting the liquid soap industry today, that this association lay particular stress on the manufacture and sale of liquid soaps and that the Convention express themselves at this time as to the particular problems which might properly come before this Committee so that a working basis might be had upon which a comprehensive report at the coming December meeting could be made.

We would also suggest that the Committee be enlarged to at least five members, part of whom should be primarily manufacturers and part jobbers of liquid soaps.

Your Committee believes that if enough emphasis is

placed on this subject by this Association that another Association devoted exclusively to the manufacture and sale of liquid soaps would not be necessary but that the present members interested in this product together with other manufacturers who are not members of this Association, would form an important group whose interests could best be served by the Insecticide and Disinfectant Manufacturers Association rather than through the formation of a new and separate association.

Some of the subjects which seem to be of particular interest at this time to manufacturers and jobbers are:

Standard methods of analysis
Under this caption, should liquid soaps be sold under a
guaranteed analysis? If so, should this analysis be based
on anhydrous content or soap solid content?

Uniform discount on jobbing quantities Uniform commission to salesmen Price cutting Commercial Bribery Tariff on Cocoanut Oil Uniform Manufacturing costs

and many other subjects of importance closely related to the above.

V. W. MIDER, Chairman.

# REPORT OF COMMITTEE ON MOTH PROOFING MATERIALS

EVEN manufacturers of insecticides are not immune from the attacks of clothes moths. I venture to say there is not one of you present today who has not at one time or another had a suit, overcoat, or woolen garment destroyed or partially destroyed by this common pest. The ravages of moths are tremendous,—almost unbelievable. Although not subject to accurate estimate, one authority states that the descendants of one female moth can destroy 100 pounds of wool a year which is equivalent to the wool produced by thirteen sheep. The annual damage based on the clothing loss is given at \$200,000,000.

Here then is a market worthy of our attention and consideration. Many effective products are on the market that will help to combat the menace of clothes moths, but their acceptance and use are not universal. The fault does not lie altogether with the housewife and consumer but to a large extent with those who market moth-proofing materials.

The purpose of the moth-proofing committee is to consider the problems before this industry, to develop, if possible, what influences operate against the normal healthy development of the sale of insecticides that will destroy clothes moths, and to place before the Association facts and suggestions that may be helpful to the members. This is a broad subject and one that cannot be covered in one report. We shall, at this time, present our ideas of the general situation as it is today and touch briefly on points that are of particular importance, inviting your discussion of these at this meeting.

I shall not go into a description of the habits of clothes moths, except to state that there are two species most commonly found in our homes, namely the webbing clothes moth and the case-making clothes moth. The moths of both species are small buff colored millers with a wing spread of about one-half inch. They prefer darkness and their sole purpose in life is to lay eggs that develop into worms or larvæ which alone can cause destruction. The larvæ hatched from the eggs when fully grown are whitish and about one-half inch long. A complete description of the various stages in the development of the moth was given by Dr. E. R. Back, Entomologist, Department of Agriculture, before this Association at a previous meeting. Our problem as insecticide manufacturers is to make sure that the product which we are marketing will kill all forms of clothes moths, especially the destructive larvæ and then to make sure that our message gets across to the nublic.

Many products for the control of clothes moths are now being offered and include Naphthalene, Paradichlorbenzene,

# MERCK'S CHEMICALS.



Works of Merck & Co. Inc. at Rahway, N. J.

are made on a large scale

are sold at prices based on large-scale production

> are regarded as standard by leading insecticide and disinfectant mfrs.

> > PARADICHLORBENZENE
> > CARBON DISULPHIDE
> > SODIUM FLUORIDE
> > CARBOLIC ACID
> > CARBON TETRACHLORIDE
> > STRYCHNINE
> > CRESOL U.S.P.
> > CORROSIVE SUBLIMATE

# Methyl Salicylate

The one widely accepted odor for fly sprays —tested, tried and approved by leading manufacturers. Fresh and aromatic—pleasant to human beings, yet it does not attract insects like some of the sweeter floral essences. Merck's Methyl Salicylate is manufactured on a large scale and conforms to all U.S.P. standards. Write or 'phone our nearest office for quotations or trial order.

# MERCK & CO. INC.

MANUFACTURING CHEMISTS

161 Sixth Avenue Rahway, N. J. 4528 So. Broadway St. Louis INDUSTRIAL DIVISION: 916 PARRISH STREET, PHILADELPHIA Canadlan Works: MERCK & CO. LTD., Montreal

# **Increase Your Sales**With Sprayit Model 70



wasted and better all-around satisfaction.

Sprayit Model 70 is not a blower fan type unit—It actually incorporates an air compressor. It is a tried and proven unit. Thousands upon thousands of these motor compressor units are in use throughout the United States and some seventy foreign countries.

Send for Sample Today—

## Larger Equipment for Special Work-



The Electric Sprayit Company South Bend, Indiana Camphor, Carbon Bisulphite, Hydrocyanic Acid Gas, Carbon Tetrachloride, etc. Many of these are mentioned in a very excellent article by Walter Collins O'Kane, State Entomologist of New Hampshire, which appeared in the March issue of Good Housekeeping magazine. A reprint of this article has been distributed among you and may give you information that will be helpful.

GRANTED that there is a wide market for moth killing insecticides and that there are effective products that can be marketed for this purpose, why is it that there is not a larger demand for moth-proofing materials? How can the growth of this business be accelerated?

Your committee feels that the public is not sufficiently "moth-conscious." Only a small percentage of people wholeheartedly declare war on moths. More publicity is needed. The advantages of new methods of control over the old fashioned ways that grandmother used must be brought into greater prominence. Encouraging progress has been made in recent years and more people are awaking to the necessity of preventing damage to their clothes by the use of insecticides. However, more strenuous sales effort and a greater amount of publicity are needed. Perhaps, a cooperative advertising campaign would be in order.

One reason why the public is not buying more moth proofing materials is that their faith in the effectiveness of these materials has been shaken by the extravagant claims of some few manufacturers. Exaggerated statements on labels and in advertising act as a boomerang that comes back to retard sales. This was brought out in our Chicago meeting last year, but bears repetition. Instances have come to us which show an entire lack of understanding of the nature of the product that is being marketed and the purposes for which it is intended. The using of an insecticide is as important as the insecticide itself.

Malpractices occur in all industries to some extent, but they have seemed particularly prevalent in the moth proofing industry. This is, perhaps, because it has seemed relatively simple to begin the marketing of moth fumigants and many have entered the field with insufficient information and have let their enthusiasm run rampant. The wise manufacturer, before deciding on a course of action, will ask himself:

Will my product actually do the work?

Have I made my directions clearly understandable and easy to follow?

Do I specify the correct concentration to obtain a maximum kill?

Are my claims too broad?

Have I proved to my own satisfaction by actual test that my product will do what I claim for it?

The vapors of Naphthalene and Paradichlorbenzene for instance, must be confined in a given space if the product is to be effective. The chest, trunk or closet must be tightly closed. Yet instances have come to our attention where no mention of this is made on the label and the user is allowed to believe that the closet or chest door can be left open or opened and closed several times daily without lessening the killing power of the product. One firm marketing a Paradichlorbenzene block showed a picture of it lying on the floor of a wardrobe closet, although it is quite generally known that the vapor of Paradichlorbenzene is heavier than air and sinks downward instead of rising upward, and the product must therefore be placed high up on a shelf or on the wall to do the work.

Price is a factor in the marketing of moth proofing materials that will always be a troublesome factor. No matter how low your retail price some one else will come along with something similar at a lower figure. The big danger to the industry seems to lie, not in cut price but in cut value. By that I mean that there are some over-ambitious marketers who are giving the public less than their full quantitative value. For instance, a St. Louis distributor is selling a very small Paradichlorbenzene cake about an inch and a half in diameter to retail for 25 cents, while a well known Chicago house is selling the same product, just as attractively packaged, at the same price, but more than twice its size! While we cannot presume to dictate what a man shall charge for his goods we feel

that a discrepancy of this kind will sooner or later have a detrimental effect on the sale of all products of this nature.

The picture is not as gloomy as these statements may indicate. The sale of moth-proofing materials is growing year by year. (Incidentally, in speaking of moth proofing materials we have been referring loosely to all products used against moths, whether by direct contact such as sprays or by indirect contact such as products that vaporize.) Many firms are doing a good job of their marketing. The advertising of representative companies is on the whole on a high plane. In this connection the use of testimonials is being handled very effectively. A recent advertisement in Good Housekeeping is worth repeating as an example of what can be done convincingly. This reads in part:

"Blank, Inc., a favorite among New York's smartest shops, conducting branches at Palm Beach, Washington, D. C., Southampton and Boston, are couturiers to fashionable New York women and to thousands who visit New York from all over the country. They accepted our invitation to be your witnesses at our "moth vs coat" test of the moth killing powers of X product.

They say X Company's moth-killing test was carried out under conditions such as you have in your own home. In a covered box we placed an expensive new coat together with seven moth worms, all very much alive. Then we scattered X crystals and tightly closed the box. Later when we opened it, the coat was absolutely undamaged. The moth worms had been killed before they could do the least bit of harm. We would trust any coat in our shop to this sure method."

The success of any meritorious product will always depend entirely upon the merchandising and advertising ability of the firm behind it. In our industry, we have products of known merit, and firms with ability to put them over. Let's do the job right—face the facts as they are and not as we want them to be, and then go ahead.

are and not as we want them to be, and then go ahead.
R. E. Sturhahn, Chairman; H. W. Hamilton; Melville
Keim; Austin Sherman; J. A. Cavanagh; A. L. Feldman;
E. J. Reefer; D. W. Tanenbaum.

# REPORT OF COMMITTEE ON INSECTICIDE STANDARDIZATION

YOUR Committee purchased in different cities approximately forty single pints of each of six of the best known and most widely distributed insecticides on the market. The individual cans of each brand were then poured together into five-gallon cans, to make six composite samples which should have represented very accurately the run of the market.

A small amount of an unpleasant perfume was added to each can to destroy its identity and the unlabelled cans were given to Dr. R. C. White. Under the supervision of Dr. White, the contents of these six cans were transferred to six clean, unlabelled cans and in the course of this shuffling and transferring, the identity of the individual brands was completely lost. Somewhere between one and two quarts of each composite sample was then sent to each member of the Committee for testing.

sent to each member of the Committee for testing.

The test most generally employed was the fly test which has been so often discussed here, namely, approximately one hundred adult flies were exposed for 10 minutes to a spray consisting of 5½ c.c. of insecticide per 100 cu. ft. of test chamber volume applied by a pressure of 12½ lbs. per sq in. at the atomizer. The floor of the chamber was covered with paper during the test, the temperature was kept at 85° F. and 24 hours after spraying the number of flies still dead was counted.

Certain members of the Committee used the cockroach test either as favored by the Shell Oil Co. using Periplaneta americana, or as favored by McCormick & Co. using Blatella germanica as the test insects. The agreement between these three methods of testing together with the rating of insecticides when tested by these methods will be covered in a more detailed report which will follow after all the tests have been reported to the Committee.

# Bulk Products - to the trade

We Offer in Bulk

Pine Oil Disinfectants
Pine Deodorant
Liquid Cleaners
Liquid Soap
Concentrated Fly Spray
Finished Fly Spray
Insecticides
Liquid Metal Polish
Paste Metal Polish
Furniture Polish
Furniture Cream
Auto Polish
Liquid Wax
Paste Wax
Roach Powder
Deodorant Blocks
Deodorant Crystals
Soft Soap
Liquid Soap Base

ALPINE VAPORIZING DEODORANT BLOCKS

Made in 2-3 and 4-oz. sizes—
Various Diameters
All Cellophane Wrapped
Your private label if desired
Also 16, 24, and 40 oz. blocks

ODORS THAT ARE DISTINC-TIVELY PLEASING—PACK-AGES THAT ARE ATTRAC-TIVE — PRICES THAT ARE RIGHT.



WE HAVE DONE ALL THE EXPERIMENTING. THESE PRODUCTS ARE OFFERED TO YOU IN FINISHED FORM AND ARE GUARANTEED TO PRODUCE REPEAT BUSINESS.

# ALPINE CHEMICAL COMPANY

Manufacturers of Sanitary Products for the Jobbing Trade Exclusively

659 W. Pratt St.

BALTIMORE, MD.

for 33

years

Makers of

muners c

Coal Tar

Disinfectants

Stock Dips

Pine Oil

Disinfectants Insecticides

Polishes

Cleansers

\*\* \*1 6

Liquid Soaps

Spray Products

**Roofing Cements** 

for the

Wholesale

and

**Jobbing** 

Trades

Only

# INSECTICIDES

A complete line of insecticides for the wholesaler or jobber, in bulk or packed as you wish. Your own labels and direct shipment, if you choose.

Household Fly Spray
Best quality pyrethrum spray.

Liquid Insecticide
For bed bugs and roaches.

Phenol Insecticide Low priced and effective. Fly Spray No. 2
A lower priced spray.

Special Moth Spray Especially for exterminators.

Roach Powder
Best quality powder.

Send for samples, prices, and details.

# CHEMICAL SUPPLY COMPANY

2450 Canal Road

Cleveland, O.

Established 1898

For the present we can report that the percentage of insects brought down in 10 minutes was uniformly high for all six samples, varying only about 2% from lowest to highest. This variation range was so narrow that it appears evident that this factor does not give a significant difference which can be used in comparing insecticides with each other. On the other hand the percentage of kill varied by about 12%. That is, there is a difference of about 12% between the highest and the lowest or an actual percentage variation of about 20%. To express it a little differently, the poorest of these six insecticides was 4/5 as good as the best.

To determine the dependability of the "fly" test, we have calculated the probable error on several series of ten to fifteen tests and find it to lie between 1 and 2%. That means, of course, that the values obtained are accurate within 2% from which it follows that about 12% range of the tests lies outside the variation which might be produced by experimental variations within the test. In other words, about 12% is a significant quantity.

Although the results thus far assembled by your committee point to the value which may now be assumed to constitute the existing market standard, your committee prefers not to commit itself to this figure until the balance of the tests on this series of insecticides shall have been completed. It would be well to point out that the results above reported are based only on fly tests. The concomitant roach tests will be compared and a complete report made by this Committee at the December meeting of the Association.

C. H. PEET, Chairman.

# REPORT OF COMMITTEE ON LIQUID SOAP STANDARDS

THE U.S. Bureau of Standards has published within the last few months its new Federal Specification on Liquid Toilet Soap No. P.S. 618. It supersedes Federal Specification No. 27. There are no essential changes in minimum percentage of anhydrous soap required—in free alkali permitted or in allowable impurities. One of the general requirements is—liquid soap shall quickly form a satisfactory lather. We take this as our basis for discussion on the desirability of adding other vegetable oils to cocoanut oil for commercial liquid soaps.

Lathering power of a soap, made we will say of potash and vegetable oils, seems to be dependent on two factors; one, the saponification number of the oil or fatty acid used; two, the iodine number of the oil. Cocoanut oil and palm kernel oil have high saponification numbers and corresponding quick lathering qualities. Oils lower in the scale such as olive oil, soya bean oil, corn oil, linseed or castor oil, lather less readily. On the other hand, if we take oils of similar saponification numbers, the lathering quality appears dependent on the degree of saturation of the oil or in some inverse relation to the iodine number. Take palm oil, olive oil, soya bean, linseed oil. The potash soaps of each oil give a better lather than the one following: i.e., the higher the iodine number, the less readily the soap lathers. Cocoanut oil has a very high saponification number and a very low iodine number, and is ideal from these two standpoints for quick lathering soap.

There are a good many liquid soaps containing olive oil, castor oil, etc., for the purpose of producing a soap softer on the hands. Care should be taken that if such oils are used, due regard should be given to the fact that a 15% anhydrous soap content of a liquid soap made from a mixture of cocoanut and bland oils will have a reduced quick lathering power compared to a pure cocoanut oil soap of the same strength.

Therefore, manufacturers who add olive, castor or similar oils to liquid soap, would do well to increase their anhydrous soap content so that the lathering power of their mixed soap is fairly equal to a 15% anhydrous cocoanut oil liquid soap. This will prevent complaints on the part of some purchasers who may think they are getting a soap of inferior strength because the quick

lathering power is not as great as what they have been used to in the past.

Another feature that could well be considered for increasing the popularity of liquid soap is to supply a slight trace of a real good scent therein. As men are largely represented among the users of liquid soap, care should be taken not to make the odor too pronounced. Cheap odors such as sassafras, terpineol, citronella, etc. should be avoided. About eight ounces of the usual \$3.00 to \$5.00 perfume mixture added to 50 gallons of soap should be sufficient. The cost would be from 3c to 5c per gallon additional, but the manufacturer would be well repaid, through additional good will and reorders.

Whatever standard specifications may read, it is better for the producer to exceed them when preparing a liquid soap for general commercial use. The prices of oils are comparatively low and now is a good time to give each customer a little extra measure of good value so that it can be ultimately said of liquid soap as one can now say of automobiles and typewriters—all liquid soaps are well made, from whomever purchased, in any quality or price range desired.

DUDLEY J. BACHRACH, Chairman.

#### REPORT OF THE COMMITTEE ON STANDARDIZA-TION OF DISINFECTANTS

THE subject of evaluating the comparative efficiency of disinfectants, germicides and antiseptics in common use has become widely discussed of late in several scientific journals and trade magazines. I am referring particularly to an article entitled the "Determination of the Value of Antiseptics" by Drs. Wright & Allen, published in the March issue of the Journal of the American Medical Association, as well as an article entitled "Limitations of Phenol Coefficients of Coal-Tar Disinfectants," by C. M. Brewer and G. L. A. Ruehle, Food & Drug Administration, Department of Agriculture, Washington, published in our own trade journal Soap, March, 1931, criticising an article by Mr. Philbrick published in "Industrial & Engineering Chemistry," February, 1931.

These publications were referred to me by some of our branch managers in various sections of the country, who in turn were requested to give explanations thereon by medical experts, heading safety and welfare bureaus of various industrial enterprises in their respective territories. In my position with my company, all such technical and commercial questions are referred to my attention, and I thought the subject might prove of quite some interest to the members of the Association.

It is naturally impossible in a report of this kind to enter into a lengthy discussion of the subject, but suffice it to say that the main topic involved is, whether the use of a single organism can be considered sufficient information for the control of different epidemics, as well as for therapeutical use in medical and general clinical work.

Drs. Wright and Allen in their article confused the terms, antiseptics and germicides, with disinfectants, which latter products are used on inanimate objects in general household sanitation. This shows that the investigation being made by Dr. Austen Patterson to establish proper definitions for these terms is of timely importance. Messrs. Brewer and Ruehle on the other hand criticise the fallacy of establishing a ratio between the killing dilutions of the usual types of disinfectants for "B" Typhosus and those for the other common pathogenes, and thus from the "B" Typhosus phenol coefficient to specify the desirable dilutions to be used for certain pathogenic organisms under certain conditions. You will readily understand that the complex mixture of the coal tar class of disinfectants speaks against such a possibility.

SOME years ago, your committee pointed out to you that it is highly desirable for the manufacturer of disinfectants to know the behavior of his products, under a variety of conditions, and to know their resistance to

(Turn to Page 115)

# LETHANE 384

The EFFECTIVENESS of an insecticide is its most important characteristic. LETHANE 384 is highly toxic to flies, roaches and other pests but absolutely harmless to man, cattle and the higher animals.

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# Notes of the Trade

Walter G. Campbell, director of regulatory work, Food and Drug Administration, and W. R. M. Wharton, chief of the eastern division of that branch, were guests of the Drug, Chemical and Allied Trades Section of the New York Board of Trade at the June 3rd meeting held at the Drug and Chemical Club, New York.

J. L. Brenn, president of Huntington Laboratories, Huntington, Ind., will leave early in July for a month fishing trip in the Hudson Bay waters of Canada. He will be accompanied by C. K. Hause, Denver branch manager for Huntington Laboratories, and well-known Rocky Mountain fly fisherman.

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Abbott Laboratories are now offering their germicide, "Metaphen," in new form, in solution with alcohol, acetone and water. This Tincture Metaphen, for use as a skin disinfectant, produces a brown stain, the stain being thought to be of advantage in reaching this type of trade. It may be removed from bed linens by washing with soap and water.

U. S. Sanitary Specialties Corporation, Chicago, has just put on the market an inexpensive hospital liquid soap dispenser. This device is operated by the forearm or elbow and possesses a continuous flow feature, so that the surgeon does not have to pump soap. It has already been installed in a number of large eastern hospitals.

United Chemical & Drug Corp., whose New York offices are located at 135 William street, has announced two new additions to its sales force in the persons of Simon Baum, formerly with McKesson & Robbins, and Joseph Gerathy, whose previous connections have been with Charles L. Huisking & Co. and McKesson & Robbins.

The Bureau of Entomology, U. S. Department of Agriculture, has issued a report entitled "An Estimate of the Damage by Some of the More Important Insect Pests in the United States," in which it is calculated that 6,000 insect pests cost the country \$2,000,000,000 yearly in property loss.

Theodore W. Rich, associated with S. M. Bixby & Co., New York shoe polish manufacturers, for over half a century, died recently at his home in Brooklyn.

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The Bouquet Oil supreme for Para Blocks.

Blends delightfully with paradichlorbenzol, lending a freshness not ordinarily found in a low priced Bouquet.

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Breuer's TORNADO Electric Sprayers have done more to increase the sale of insecticides than any other one thing in the industry. They are the most powerful and efficient machines of their type—they spray all liquid insecticides, disinfectants and germicides a distance of eight to twenty feet, breaking the liquid up tance of eight to twenty feet, breaking the liquid up into a fine mist which will float in the air and penetrate all cracks and crevices. TORNADO Sprayers are so simple and handy to use and give such excellent results that your customers will use them more often and thus increase the use of your product. Supply your customers with these specially built machines and watch your sales grow.

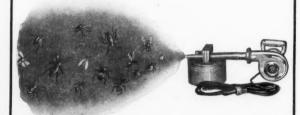
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#### Thousands In Use

TORNADO Electric Sprayers have been regarded as the standard equipment for years by leading manufac-turers of insecticides and disinfectants. Thousands are in use in mills, warehouses and institutions of all kinds, as well as in the home.

Write for complete information and prices.

# Breuer Electric Mfg. Co. 862 Blackhawk St., Chicago, Ill.



The Model 6 equipped with powerful G. E. Universal Motor 1/3 H.P. mounted on Norma Precision Ball Bearings. Weight 8 pounds. One gallon tank. Ideal for larger industrials and in-stitutions where large capacity is needed.

### **Void Iowa Prison Sales Contract**

The contract between Method of Economy Co., Des Moines, and the Iowa state board of control, on the basis of which the Des Moines concern has been acting as sales agents for the board in the disposal of prison made sweeping compounds, sanitary supplies, brooms and brushes, has been held invalid by attorney general John Fletcher. Assistant attorney general Stephens described the contract as one of partnership, and consequently beyond the contracting authority of the board. It has been in effect since August, 1930. The invalidation does not affect further manufacture by the state, but merely compels the state to locate a new method of disposing of the prison made goods.

### Sanitary Assn. Meets in Louisville

The ninth annual meeting of National Sanitary Supply Association was held at Brown hotel, Louisville, Ky., May 18 to 20. The meeting was opened by W. B. Gast, president of the association, whose address was followed by the annual reports of E. C. Kratsch, secretary, and S. J. Bockstanz, treasurer. One feature of the first session was a talk by M. B. Feinson of Bobrick Mfg. Corp. on "Handwashing in the Public Schools." The afternoon session was opened by J. W. Perkins who spoke on "The Competition of Prison-Made Janitor Supplies." Among the talks scheduled for the second day of the meeting was one on "Soap" by E. G. Eckerman of Davies-Young Soap Co. The social features of the meeting included the annual banquet on the evening of May 19 and a trip to Churchill Downs to view the running of the National Sanitary Supply Association Handicap, for which a special purse was offered.

Total exports of pyrethrum flowers from the Kobe consular district, Japan, during the first quarter of 1931, amounted to 1,070,000 pounds valued at \$163,000, a decrease of 467,000 pounds in volume and \$152,000 in value when compared with the exports during the first quarter of 1930. Decreased demand in the United States was stated as chiefly responsible for the decline.

Maintenance Supply Co., New York, specialists in insect and rodent extermination, has moved to new and larger quarters at 114 East 32nd Street. The new telephone number is Caledonia 5-6413.

Exports of disinfectants, germicides and similar preparations from United States in February, 1931, had a total value of \$41,685, Canada being responsible for \$26,867 of this total.

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## New Purina Sanitary Line

The new line of sanitary products now being marketed by the Ralston Purina Company of St. Louis, well known makers of kennel and stock feeds, are being sold primarily through the feed trade for use by dairymen and farmers, ranches and kennels, both for dogs and foxes, poultry



farms, and in similar fields. The line at present consists of six products shown here all packed in containers following the same design motif which has been used by Purina for some years. The disinfectant is a coal-tar type product; the livestock spray of the pyrethrum type. The dog soap is a green potash oil soap perfumed with pine oil. The lice powder is a pyrethrum, fluoride, derris extract combination. Chlorena is a hypochlorite type disinfectant designed primarily for the dairy for use on milk cans, milking machines, etc. The new products will be carried by a thousand Purina salesmen who work the farm, dairy and ranch trades throughout the United States.

Koppers Gas & Coke Co., Pittsburgh, and subsidiaries for year ended December 31, 1930, report consolidated net profit of \$3,140,113 after depreciation, interest, federal taxes, etc., equivalent after allowing for dividend requirements on 6% preferred stock, to \$2.40 a share on 807,091 no-par shares of common stock. This compares with \$6,600,066 or \$6.69 a share on common in 1929.

J. H. Cerecedo, South American representative for U. S. Sanitary Specialties Corp., Chicago, has just returned from a six months' trip visiting distributors in the Argentine, Brazil Paraguay, Chile, Bolivia and Uruguay.

French Patent No. 690,775 covers an insecticide composed of a white petroleum oil, an extract from a plant having insecticide properties, such as the pyrethrum type, and an emulsifying agent.

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## **Hudson Develops New Sprayer**

A new and decidedly different type of sprayer was exhibited to manufacturers of insecticides attending the I. & D. convention in Chicago. It is a product of H. D. Hudson Mfg. Co., Chicago, designed primarily for handling oil base insecticides on a large scale. A specially designed air blast nozzle breaks the insecticide into a fine penetrating mist, actually mixing the liquid with air before it is discharged at the nozzle tip. The new product is to be marketed under the name Hudson Champion Sprayer, and the makers have announced that they will be glad to submit samples for experimental purposes to members of the Insecticide and Disinfectant Manufacturers Association. Present at the convention were H. D. Hudson, president of the company, D. P. Lewis, manager of the sprayer division, R. E. Streckenbuch, general sales supervisor, and M. C. Goodrich, sales promotion manager.

C. G. Lewis, vice-president of Darco Sales Corp., has been elected president of the Chemists' Club of New York, succeeding Dr. L. V. Redman of Bakelite Corp. Mr. Lewis holds many American and foreign patents for the production of carbons on which he has made extensive studies. He has been a member of the board of trustees and the finance committee of the Chemists' Club for the past four years. Among the other officers recently elected is S. W. Jacobs, of Electro Bleaching Gas Co., who has been made a trustee.

L. Eyraud who is associated with Pierre Lemoine, Inc., New York, will leave for France on July 1 to establish a sales agency in that country for American cosmetics, soaps, and allied products. His headquarters will be temporarily located at 92 Rue des Martyrs, Paris. He was also formerly associated with the Felton Chemical Co. and Antoine Chiris Co.

A concentrated solution of pyrethrins in methyl alcohol, diluted with twenty-five parts to one of water is said to have proven very effective as a spray against bed bugs, but not against their eggs. *Bull. sci. pharmacol.* 38, 80-4 (1931).

An aromatic monothiocyanate such as benzene thiocyanate is proposed for use as an active constituent of insecticide preparations such as powders or solutions. U. S. Pat. No. 1,794,046.

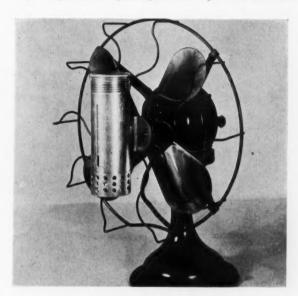
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Steinchen describes a combination of the determination of sodium chloride in soap with that of the total alkali and fatty acids, using Volhard's sulfocyanate method for the salt determination. Seifensieder-Ztg. 58, 112-3 (1931).

### New Fan Deodorizing Equipment

A new type of electric fan deodorizing equipment is being made by the Odac Manufacturing Company, Pier 11, North River, New York. The equipment consists of an aluminum cylinder with a sleeve containing circular openings which are superimposed on openings in the cylinder for ad-



justing the rate of distribution of the fluid. The cylinder contains a bottle of formaldehyde type deodorant which runs on to a felt pad when the bottle is inverted as it is in the accompanying photograph. The device may be turned off by rotating the cylinder so that the openings are at the top. The cylinders are attachable to any electric fan. The fluid was developed by Charles V. Bacon, New York chemist, and the mechanical equipment by Charles F. Dupuy of the Odac Company. Patents on both fluid and holder have been applied for.

Ninety-Nine Chemical Corp., Memphis, Tenn., manufacturers of "99" non-poisonous roach powder have begun a campaign to secure national distribution for this product which previously was sold only in the Tennessee market. Jack E. Wilson is president of the company.

American Association of Textile Chemists and Colorists will hold its annual golf outing at the Elmwood Country Club at East Paterson, N. J., on June 19. There will also be horseshoe pitching contests in connection with the outing. C. F. Hoppe, P. H. Scott, and D. P. Knowland are in charge of arrangements.

James Beach & Sons, Dubuque, Iowa, soap manufacturers have filed a voluntary petition in bankruptcy.

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- Textile Soaps and Oils, by Hurst & Simmons. A handbook on the preparation and properties of soaps and oils used in textile manufacturing. 212 pages. \$4.00.
- Henley's Twentieth Century Book of Recipes, Formulas and Processes. A handy reference book listing 10,000 miscellaneous formulas, including special sections for soaps, polishes, insecticides, etc. 800 pages. \$4.00.
- The Industrial Chemistry of Fats and Waxes, by Hilditch. A study of the fats and waxes in relation to their use in industry. 450 pages. \$6.00
- Commercial Oils, Vegetable and Animal, by Laucks. Technical data, trade rules and specifications on commercial oils for the nontechnical man. 138 pages. \$1.50.
- Manual of Toilet Soap Making, by Deite. Translation from a standard German text on manufacture of toilet and medicated soaps. 360 pages. \$8.00.
- Art of Soapmaking, by Watt. Practical handbook on the manufacture of hard and soft soaps. 323 pages. \$4.00.

- Chemical Encyclopaedia, by Kingzett. A digest of chemistry and chemical industry. 810 pages. \$10.00.
- Soaps and Proteins, Their Colloid Chemistry in Theory and Practice, by Fischer. 272 pages. \$4.00.
- The Examination of Hydrocarbon Oils, and of Saponifiable Fats and Waxes, by Holde. 572 pages. \$6.00.
- Soaps, by Hurst. A practical manual of soap manufacture. 440 pages. \$7.00.
- **Soluble Silicates in Industry,** by Vail. 443 pages. \$9.50.
- Recipes for the Color, Paint, Varnish, Oil, Soap and Drysaltery Trades. 365 pages. \$5.00.
- A Handbook of Soap Manufacture, by Simmons and Appleton. 167 pages. \$4.00.
- Industrial Filtration, by Wright. 336 pages. \$6.00.
- Glycerol and the Glycols, by Lawrie. 447 pages. \$9.50.
- Van Nostrand's Chemical Annual, by Olsen. 897 pages. \$5.00.
- Chemical Disinfection and Sterilization, by Rideal.

  One of the few books in this field, of particular interest to those engaged in sanitary work and consultant and analytical chemists. 313 pages. \$8.00.
- Hydrogenation of Organic Substances, by Ellis.
  Latest revised edition of this well-known book, pre-eminent in the field of hydrogenation. 990 pages. \$15.00.
- Soap Blue Book, A Buyer's Guide. 195 pages. \$1.00.

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#### Disinfectant Standardization

(From Page 107)

various disease producing organisms. At our annual meeting of the Association held last December, I submitted a report, giving definite information on the rules laid down by the Government Department at Washington, which controls the interstate shipment of products which our members manufacture. I would heartily recommend that members read these reports carefully and for the sake of self preservation, as well as for the progress and prestige of our industry, act accordingly. It is not only the consuming public, which demands more and more enlightenment from the manufacturer of disinfectants on his products, but unless we also convince the professional staff of public, industrial and welfare institutions on scientific lines, we will not progress in business.

W. Dreyfus, Chairman.

#### REPORT OF COMMITTEE ON RAW MATERIALS

I T occurred to the committee that all of the members of the Association are familiar with the fact that the prices of raw materials have declined. But it also occurred to us that on the face of things, one might be led to believe that the drop in the price of raw materials was greater than it actually is.

We have gathered some cost figures which are indicative of lower costs and while in some cases the decline in the 1931 price is as high as 24%, yet the average would run closer to 10%, 1931 compared to 1930. Here are the figures:

Article 1931 De	cline in Pri
Half-pint Can	3%
Pint Can	11%
Quart Can	9%
Gallon Can	4%
Five-gallon Can	3%
Sprayers	9%
Kork-N-Seal Caps	Same
Barroll Caps	Same
Pyrethrum	18%
Combination Carton (12) Pasteboard	11%
Half-Pint Carton (12)	24%
Pint Carton (12)	13%
Quart Carton (12)	4%
Gallon Cans (Carton of 6)	10%
Combination Pkg. (12)	8%
Hand Sprayers (12)	19%
Cedarwood	18%
Camphor Sassafrass	19%

Members of the Raw Materials Committee were asked if they had any news to report in respect to any new raw materials which would be used by members of the Association or any new packages for shipping raw materials or any other phase of the raw material market which might be of interest to members of the Association. No replies were forthcoming on this score. One letter, however, was received from Mr. Ponder, General Manager of the Dominion Tar & Chemical Company, Ltd., which is attached to this report for further handling by either the Secretary or the President.

W. J. ANDREE.

# REPORT OF COMMITTEE ON HYPOCHLORITE OF SODA DISINFECTANTS

It may be of interest at this time to mention some of the historical events that led up to the preparation and use of sodium hypochlorite as an antiseptic and disinfectant. Scheele, a Swedish chemist, is generally considered to be the discoverer of chlorine. This was in the year 1774. However, it remained for Sir Humphrey Davey in 1810 to definitely prove it to be an element. The first attempt to utilize chlorine or its compounds was for the bleaching of linen fibers. This was attempted by

James Watt, but resulted in failure due to the destructive action of the gas on the fibers. Watt then visited his friend, Berthollet in Paris and the latter found the remedy, the absorption of chlorine by a solution of soda. Chlorine bleaching was now feasible, but the cost of soda barred its commercial use.

At that time, Henry became interested in the problem and substituted milk of lime for the expensive soda and after 12 years of work succeeded in producing chloride of lime as we know it today. The industrial use of chloride of lime came about the year 1800 and for 100 years the trade of this article was developed and held by England. During the early part of the 19th century, the efficacy of chloride of lime as a disinfectant and deodorant was recognized and as early as 1854 was used for deodorizing the sewage of London. Historical records show that hypochlorite solutions were first made by Percy at the Javelle Works near Paris in 1792 and called Eau de Javelle. During the 19th century, much progress was made studying the uses of chlorine, chloride of lime and sodium hypochlorite solutions in water purification, until today chlorine is widely used for this purpose. Some extensive studies are now being conducted on its use in sewage treatment.

Early in the 20th century, the attention of public health workers was focused on a paper read before the American Public Health Association at Havana, Cuba, by H. A. Whittaker and B. M. Mohler of the State Board of Health of Minnesota on the "Sterilization of Milk In this work, the bottles were rinsed in a chloride of lime solution and after this treatment averaged only 45 bacteria per bottle. Following this contribution to the literature on hypochlorites, its use for the sterilization of food handling equipment made fairly rapid progress, but at best was a hard, long educational program which at times seemed foolhardy from a commercial Nevertheless, a few commercial organizastandpoint. tions stuck to it and today hypochlorite solutions are extensively used for this purpose and meet with the approval of city, state and federal authorities.

The successful use of sodium hypochlorite in the World War for the irrigation of gunshot wounds, gave a great impetus to the use of this preparation by physicians in civil practice and by the laity as a personal antiseptic. Its extensive use as a sterilizing agent for food handling and manufacturing equipment, as a therapeutic agent in hospitals and as a personal antiseptic, has led to its introduction as a stain remover, bleach and disinfectant in the household and institutional field. In the former field, its use is growing, due to the extensive advertising and direct household solicitation. The housewife has a definite use for a stain remover, a bleach for bed linens and for a disinfectant that may be used in the kitchen for sterilizing dishes, deodorizing sinks, purifying refrigerators and in the nursery as a general disinfectant. Because of the entrance of hypochlorite solutions into the household and institutional disinfecting field, it is advisable to express, numerically, the germ killing properties of this solution. Some years ago, this was done, using the United States Hygienic Laboratory Method stating the germicidal properties as phenol coefficient. Due to the difference in the chemistry of killing bacteria by phenol and hypochlorites, it was deemed advisable to discontinue the use of statements giving the germicidal value in terms of phenol coefficient.

The germicidal activity of chlorine varies with the nature of the compound in which it is combined. The killing rate of an aqueous solution of chlorine gas and a slightly alkaline solution of hypochlorite is faster than solutions of hypochlorite of excessive alkalinity and chloramines. Consequently, solutions of the same available chlorine concentration may vary greatly in their killing rates. In order to express this numerically, it is necessary to employ times of test less than those of the Reddish, Rideal-Walker Modification or the U. S. Hygienic Laboratory Methods. The times most satisfactory to employ are 15, 30, 60 and 120 seconds. Tests within this time will bring out the difference existing between the

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These are only two of a line of guaranteed insecticides, including-

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KILRITE FLY SPRAY AND GENERAL INSECTICIDE
DETHNEL MOTHALENE, a specific for moths
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Section of field showing to what degree an ordinary compressed air sprayer breaks up an oil base solution.

This shows how the Hudson Champion atomizes oil solutions into a fine mist—impossible with any other type of nozzle construction.

Pressure alone will not properly atomize oil base solutions. The Champion is the result achieved by the Hudson engineers in designing a "compressed air atomizer" embodying the desirable features of the Hudson compressed air sprayer and the essential construction of the famous Hudson Chemical Sprayer.

Now—Oil base solutions can be more efficiently and economically applied. See the new Champion Sprayer by Hudson.

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various organic and inorganic combinations of available chlorine. In determining the dilution of the various available chlorine carrying compounds that will kill in less than 15 seconds but not kill in 120 seconds, the U. S. Hygienic Laboratory Method or Reddish Method may be employed. However, to give a value to the data obtained, it is necessary to employ a standard. The standard should be a solution having a definite available chlorine concentration and hydrogen-ion concentration value.

The Disinfectant Standardization Committee, as a result of the resolution adopted at the last meeting is lending aid in formulating such a standard. This committee, in which are represented two manufacturers of sodium hypochlorite solutions, will be pleased to lend its aid in

formulating such a standard.

WM. A. HADFIELD. J. H. WRIGHT.

The Federal Trade Commission has dismissed a complaint charging the Rex Co., Kansas City, manufacturers of insecticides and fungicides, with unfair methods of competition in maintaining resale prices. Dismissal was ordered because the company had discontinued the practices alleged prior to issuance of the complaint.

The California legislature has recently passed the "junior Capper-Kelly bill," which will allow manufacturers in that state to make contracts with distributors in which minimum resale prices are fixed. This will not, however, remove price fixing restrictions existing in interstate commerce.

#### **New Patents**

(From Page 55)

softening and cleansing product comprising 60 to 80 per cent of vegetable granules, 7 to 22 per cent of glycerol, and 11 to 22 per cent of soap, the glycerol and the soap being combined and substantially uniformly distributed on the vegetable granules so as to form a greasy powder.

No. 1,803,238. Insecticide and Deodorizing Tablet. Patented April 28, 1931, by Francis J. Curran, Chicago, Illinois. A deodorizing tablet including a board coated uniformly on each side with a body formed of material which volatilizes slowly, the board being provided with means for suspending the same, the body having a marginal ridge about its lower end extending completely about the body, the body having enlargements at the lower corners thereof forming knots for maintaining the body out of contact with a surface when the tablet is suspended on the same thereby allowing air circulation about the entire body above the shoulder for uniform evaporation.

Zonite Products Corp. earned \$333,506, or 39c a share during the first quarter of 1931 against 34c a share in the corresponding quarter of last year.

# DEODORIZING CRYSTALS and BLOCKS

"It's the Odor that Sells the Product"

We Have a Number of Very Interesting Floral and Bouquet Odors From Which To Select.

A Few of Our Leaders:

AMERICAN THISTLE\$5.00 lb.	ORIENTAL NO. 88\$5.00 lb.
CARNATION NO. 50 5.00 lb.	ROSE FLOWERY NO. 158 5.00 lb.
FOREST BOUQUET NO. 42 4.00 lb.	ROSE HEAVY NO. 99 5.00 lb.
LILAC NO. 777 3.50 lb.	TREFLE NO. 157 6.00 lb.
NEW MOWN HAY NO. 75 5.00 lb.	VIOLET NO. 108 8.00 lb.
WILD FLOWERS	\$5.00 lb.

Only one pound is required to perfume 100 pounds of paradichlorbenzene.

Samples upon request

P. R. DREYER INC.

26 CLIFF STREET

**NEW YORK** 

# A NEW CONTINUOUS SPRAYER



THE No. 208 Continuous Sprayer is a step forward in the construction of Continuous Sprayers. It provides a large volume spray with ease of operation and will permit of the application of all insecticides and disinfectants.

Nozzle and all working parts are of brass. Brass Discharge tube removable for cleaning. Because of simplicity in design the No. 208 Continuous is priced for ready sale.

Lowell makes six other patterns of Continuous Sprayers all for the application of insecticides and disinfectants.

Our complete catalog and price list at your request.

The manufacture of special lithographed patterns in your own design will be welcomed in our plant.

# LOWELL SPRAYER CO.

LOWELL, MICH.

U. S. A.

# Water Soluble Perfumes for Theatre Sprays

LILAC W. S. ROSE W. S. CARNATION W. S. IOCKEY CLUB W. S.

FRESIA W. S. and others

These oils are clearly soluble in water You will need only four ounces to one gallon

Also Special Odors for

Cake Soaps --- Liquid Soaps --- Disinfectants --- Para Products

Ask for Samples

# POLAK'S FRUTAL WORKS, Inc.

350 WEST 31ST STREET

NEW YORK CITY

Chicago Office-16 South Peoria St.

## Trisodium Phosphate

(From Page 23)

household use, more than any limitation in the efficiency of the product. By suitable admixture the quality of the resulting product can be radically improved for most purposes over the quality of either trisodium phosphate alone or the quality of the individual materials commonly added to it.

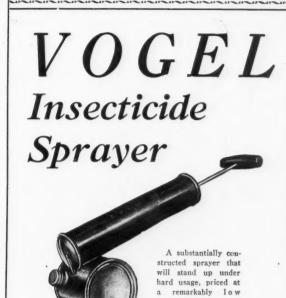
#### In Water Softeners

THE hardness of water varies throughout the United States so that requirements for water softening are widely different in different parts of the country. In general, water is soft around the margin of the country and becomes increasingly harder as one goes inland. This hardness is composed mainly of calcium and magnesium carbonates and sulfates which form insoluble compounds on reaction with soap. Chemical water softeners react to precipitate these so that the full value of the soap may be utilized. The efficiency of alkaline phosphates in precipitation of calcium and magnesium phosphates is high.

In practice it is desirable to use a mixture of phosphate and carbonate to get the maximum precipitation of calcium, magnesium and iron salts. Remarkable improvement can be shown in results of a water softening compound composed mainly of soda ash by addition of the proper amount of trisodium phosphate.

If sodium carbonate is used alone in a boiler operating at high pressures an objectionable concentration of sodium hydroxide may be built up. <sup>11</sup> The presence of a reasonable percentage of trisodium phosphate overcomes this defect. The amount of trisodium phosphate required to soften 1,000 gallons of any water may be estimated by multiplying the p.p.m. of calcium carbonate hardness by 0.021, except that a minimum of 4 pounds is usually specified. One company furnishes a test solution, phenolphthalein, to be sure that sufficient trisodium phosphate is present to maintain the alkalinity above pH 8.0.

The use of trisodium phosphate as a boiler compound is closely related to its use as a water softener. Its function in boiler water treatment is to precipitate salts which cause scale formation. The conditions to be overcome in a boiler are scale formation, corrosion and foaming. Trisodium phosphate will have no effect in preventing foaming or corrosion, but properly used in a boiler compound will prevent scale formation. Where this problem is the only one to be met, treatment with trisodium phosphate may be sufficient. Either as a water softener or in boiler compounds, trisodium phosphate is effective, but its use is justified only when intelligently prescribed. It is no more a wonder worker than are,



Hand and continuous sprayers, designed and manufactured to give the greatest value for the least outlay.

Also Manufacturers of

Shaker Top Cans for paradichlorbenzene crystals

Plain or Decorated
Tin Cans
for Pastes, Soft Soaps,
Dry and Liquid Insecticides

Holders for Deodorizing Blocks

Write us about your requirements and we will gladly submit samples and prices without any obligation on your part.

# William Vogel & Bros.

"IN BUSINESS OVER 50 YEARS"

37-47 South 9th Street Brooklyn, N. Y.



# The SPRAYER

# **Comes FIRST**

It makes no difference how effective the insecticide or repellant may be, it MUST be correctly applied if the results are to be the BEST. The better the sprayer, the better the customer will like the product. That is the rule.

# Acme Makes Sprayers to Fit Every Requirement

Over fifty years in the business has eliminated all risk and experiment in ACME products. The very height of perfection has been attained. Every sprayer carries a money-back guarantee of satisfaction. If it isn't in our

regular line, we can build a sprayer to fit YOUR needs.

Our No. 200 sprayer is a leader. Special drip cup feature; air and spray tubes coordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger, etc., etc. Tell us your needs. Write for samples and prices.



Potato Implement Company, Dept. 34 TRAVERSE CITY, MICHIGAN

# A

35 Year Old Insecticide Line with Money-Back

# GUARANTEE

For 35 years, Edgar A. Murray Insecticides have met the needs of the janitor supply trade satisfactorily. Those who sell them have found them absolutely reliable and uniform in quality at all times.

So sure are we that you, too, will be pleased with them that we offer them to you with an iron-clad money-back guarantee—"No Riddance, No Pay."

If you are not handling a line of guaranteed insecticides, get the Edgar A. Murray proposition. Mail the coupon TODAY for complete information, prices and discounts.

# EDGAR A. MURRAY CO.

2729 Guoin Street Detroit, Mich.

A Complete Line of Six Guaranteed Insecticides

Fly, Ant, Rat, Bug, Mosquito, Moth



MAIL THIS COUPON TODAY

MAIL THIS COOL ON TODAL		
EDGAR A. MURRAY CO. 2729 Guoin Street, Detroit, Mich.		
Gentlemen:—Please send us further information secticide line, prices, discounts, etc.	regarding your in-	
FIRM NAME		
ADDRESS		
CITY STATE		



Our latest reduction now prices the PERFECTION PUSH-UP DISPENSER so low you can give it away!

The PERFECTION is the best inexpensive dispenser on the market. Leak-proof valve, handsome heavy glass globe and strong, beautifully finished bracket. All working parts enclosed in housing. Patented cone-type positive shutoff.

Send for catalog of SOAPERIOR Liquid Soap Equipment, fast-selling Individual Soap Dispensers, new low-priced Gravity Valve, etc.

U. S. SANITARY SPECIALTIES

CORPORATION

435-41 South Western Avenue
Chicago, Illinois

other materials similarly recommended.

Miscellaneous Uses

AS a paint remover, trisodium phosphate is used at about 1 pound to the gallon, in contrast with the use of 1 ounce per gallon in cleaning. So applied, it softens the paint readily so that it can be removed with a scraper. It does not raise the grain as caustic soda would. A closely related package goods business is its sale as paint brush cleaner. Another use of large crystals of trisodium phosphate is as bath salts. The salts are colored and perfumed crystals of various kinds. Sodium chloride, sal soda and trisodium phosphate are used, the latter probably to a lesser extent than either of the others. Trisodium phosphate is recommended as a cleaner for the face and hands and as a shampoo, although the justification for these uses is subject to question.

Other uses include soaking of hides, stripping of color from leather, clarification of sugar and photographic applications. It is used to inhibit corrosion of steel.<sup>4</sup> Too high a concentration is objectionable because pitting results. It has been used for control of pH during perborate bleaching.<sup>6</sup> When added to chlorine bleach liquor, it increases its efficiency as an ink eradicator against an iron tannate ink.<sup>2</sup> Added to loaf cheeses it is an alternate for trisodium citrate, serves as an emulsifying agent and does not give as salty a taste to the cheese.<sup>3</sup>

The claims for its virtues are so broad and numerous that one manufacturer states: "Trisodium phosphate is the universal cleaner." The exaggeration is not so great as it might appear at first. An enterprising advertiser offers a formula for a marvelous cleaner which will sell itself. The information available on payment of \$5.00 is a list of manufacturers of trisodium phosphate. Perhaps this is the last word in using trisodium phosphate to "clean up."

Cappon, U. S. Patent 1,475,932 (1923).
 Davel and Retiel, Science Bull. 58, (1927).
 Evans, J. Soc. Chem. Ind. 46, 347-55T (1927).
 King, U. S. Patent 1,633,213 (1927).

The annual joint outing of Synthetic Organic Chemical Manufacturers Association and Manufacturing Chemists Association was held at Seaview Golf Club, Absecon, N. J., June 4 and 5. Dr. E. H. Killhefer, president of Newport Chemical Works, was toastmaster at the dinner held on the evening of June 4, presenting Senator H. D. Hatfield as speaker. The annual golf tournament was held June 5.

United States exported 172,708 lbs. of dental creams, worth \$167,325, in March, 1931, as compared with 199,709 lbs., for \$172,132, in March, 1930.



# HOOKER 'PARADI'

(Reg. U. S. Pat. Off.)

Hooker Paradichlorbenzene is specially prepared for use as a deodorizer and as a moth preventive. Completely volatile.

Ready for immediate shipment in 50, 100 or 200 pound barrels. Six standard crystal sizes, ranging from powder to nugget size. Let us quote on your requirements.

## HOOKER CHEMICALS

CAUSTIC SODA LIQUID CHLORINE
BLEACHING POWDER
MURIATIC ACID
MONOCHLORBENZENE
PARADICHLORBENZENE
BENZOATE OF SODA
BENZOIC ACID
BENZOYL CHLORIDE
BENZYL ALCOHOL
BENZYL CHLORIDE
ANTIMONY TRICHLORIDE
FERRIC CHLORIDE
SULPHUR MONOCHLORIDE
SULPHUR DICHLORIDE
SULPHURYL CHLORIDE



# HOOKER ELECTROCHEMICAL COMPANY

Eastern

Plant—Niagara Falls, N. Y. Sales Office—60 E. 42nd St., New York

Western

Plant—Tacoma, Washington Sales Office—Tacoma, Washington

5321A

SOY BEAN OIL

Crude .. Filtered
Tank Cars and in 50-Gal. Drums

Write for Samples, Prices and Full Information

The Early & Daniel Co.
Cincinnati, Ohio



LIGHTNIN PORTABLE MIXERS

for

MIXING

SOAP SOLUTIONS



Direct-Drive Model M MIXING soap solutions thoroughly, quickly and economically is an important process in the making of your product! That is why LIGHTNIN mixers become daily more important to you and your field. The "double action" illustrated here is the reason for LIGHTNIN thoroughness; LIGHTNIN speed; LIGHTNIN economy in time and labor saving. And there is a LIGHTNIN with just the size . . . power . . . and capacity you require.

ALL SIZES AND SPEEDS

MIXING EQUIPMENT CO., INC.

Originators and Largest Manufacturers of Portable Electric Mixers

1044 GARSON AVENUE 229 East 38th Street ROCHESTER, NEW YORK New York City TRISODIUM PHOSPHATE DISODIUM PHOSPHATE

Preferred for their colorless crystals, uniform size and sparkling appearance. Prompt deliveries made from convenient distributing points. Packed in 325-pound paperlined barrels and paper-lined kegs. Also in bags.

BOWKER

CHEMICAL COMPANY

419 Fourth Ave., New York



**PYRETHRUM** 

The Bee Imp Will Shoot Your Troubles Away

If your problem concerns Pyrethrum in any form our analytical and research laboratories are at your service

Specialists in Granulated and Powdered Pyrethrum also

**Concentrated Extracts** 

Leaders in Pyrethrum Products for almost half a century

McCormick & Co., Inc. Baltimore, Md.



Say you saw it in SOAP!

#### CLASSIFIED ADVERTISING

Classified Advertising—All classified advertisements will be charged for at the rate of ten cents per word, \$2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, \$1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of *Soap*, 136 Liberty St., New York.

**Note:** All advertisements must be in publisher's hands by the first of the month for that month's issue.

#### **Positions Wanted**

Soap Maker—Man thoroughly experienced in the manufacture of all varieties of soap and well versed in plant management desires to connect with concern preferably located in the East. Reply Box 710, care *Soap*.

Soap Maker—More than thirty years' experience in Europe and South America. Make medicinal, toilet, liquid and chip soaps of all kinds and grades. Desires responsible position. Address Box 714, care *Soap*.

Superintendent—Man with twenty years' experience and fine record in manufacture of soaps, textile soaps and specialties, desires new connection as plant manager or assistant. Technical education and practical experience combined. Address Box 726, care Soap.

Soap Maker—A man capable of taking full charge of plant making all types of soap, including liquid and oil soaps, desires new connection. Thirty years' experience. Best references. Box 727, care Soap.

Soap Maker—Man experienced, specializing in rosin laundry soaps. Can make good soap at two cents per pound, covering all expenses. Address Box 712, care *Soap*.

Soap Maker—With years of actual experience in manufacturing all grades and kinds of soaps and soap products. Address Box 720, care Soap.

German Soap Maker—With over thirty years' experience in different countries, in manufacturing all grades and kinds of toilet, laundry, rosin soaps and soap powders. Short time in America. Position can be anywhere in United States. Address Box 713, care Soap.

# USED MACHINERY

COMPLETELY

# **REBUILT**

### SPECIALS

- 6—650 Gal. Dopp Steam Jacketed Kettles. Bargain.
- 1-1,000 Gal. Steam Jacketed, Rendering Kettle.
- 1-Jones "A" Automatic Soap Press.
- 1-Broughton Mixer, 1,000 lb.
- 1—Swenson Single Effect Glycerine Evaporator, complete.
- 6—Vertical Crutchers, 3600, 3000, 1500, 1200 lb. capacity, Houchin-Aiken, Dopp.
- 1-H. A. Granite 3-roll Mill, 12"x24".
- 1-H. A. Jumbo Plodder, 8".
- 1-Ralston Automatic Soap Press.
- 25-Filter Presses, 12"x12" to 42"x42".
- 5-Soap Chippers, 18", 20", 24" and 30".
- 1-1200 lb. Hand Operated Slabber.
- 100-Soap Frames, 1600 lb., 1200 lb.
- 6-World, Ermold, Knapp Labelers.
- 1-H. A. Soap Mixer, 100 Gal.
- 16-Horizontal Dough Mixers, 20 Gal. to 500 Gal.
- 40—Dopp Jacketed, Agitated Kettles, 50 Gal. to 200 Gal., with ribbon, bridge and double motion agitators.
- 150—Cast Iron and Steel, Jacketed and Agitated Kettles, 50 Gal., to 5000 Gal.
- MISCELLANEOUS: Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

Send for our latest Bulletins

# CONSOLIDATED PRODUCTS COMPANY, Inc.

15-21 Park Row, N. Y. C. BArclay 7-0600

We pay cash for your idle machinery

# Persulphate of Ammonia Persulphate of Potash Caustic Potash Caustic Soda

JOSEPH TURNER & Co.

19 CEDAR STREET NEW YORK CITY

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B

Barrett Standard CHEMICALS

In supplying manufacturers in the soap and disinfectant industries with tested chemicals, it is a matter of pride with us that Barrett service has not stopped with filling orders. Frequently these manufacturers come to us for technical advice on the use of Barrett Standard Chemicals—and frequently we are able to present suggestions of real value.

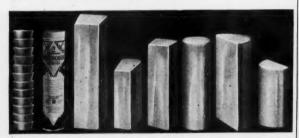
Modern laboratories and a carefully selected and trained technical staff make it possible for us to cooperate fully in the solution of production problems. Your inquiries will receive prompt attention.

# CRESOLS CRESYLIC ACIDS TAR ACID OILS AMMONIAS

The Barrett Company

40 Rector Street, New York, N. Y.

# WORLD'S LARGEST PRODUCERS of DEODORIZING BLOCS



# OFFER YOU THEIR FAMOUS QUALITY Under Your Private Label—

U. S. AIR CONDITIONING BLOCS outsell all other blocs because they are moulded, hard and uniformly perfumed. Sizes and shapes (as illustrated) to fit any containers. Odors to meet current needs. Packed for you under your private label.

Handsome perforated metal containers in White Enamel, Porcelain, Oxidize or Nickel-Plate with Jobbers' nameplate.

Also NEUTRODOR URINAL BLOCETTES individually wrapped in cellophane and AEROZONE DEODORIZING CRYSTALS—both packed in beautiful lithographed tins.

Also HIK BRAND—a new line of Deodorizing Blocs and Crystals priced so low that you can meet any competition.

Write for new price bulletin on Deodorizing Blocs, Liquid Soap, Soap
Dispensers, etc. New catalog on request.

# U. S. SANITARY SPECIALTIES CORP.

435-41 South Western Ave.

Chicago, Illinois



Chemist—Young man experienced in soap, oil and fat trades desires position. Has had charge of laboratory. Location in New York preferred. Address Box 708, care *Soap*.

Manager—Man experienced in management of soap plant both as to manufacture and selling seeks new position. Address Box 728, care Soap.

Chemical Engineer with Doctor's degree, age 35, single, eight years' experience in analytical and research work, petroleum refining, and manufacture of soaps, disinfectants, insecticides, polishes, cleaners, etc., development of new products, desires change. Minimum salary \$3,600 year. Address Box 729, care Soap.

Salesman—Seeks new connection. Manufacturer of regular and private brands toilet soap can secure profitable representation, covering all classes of trade. Commission basis. In and around Metropolitan Territory. Record will stand closest investigation. Address Box 730, care Soap.

Soap Maker—Practical soap maker experienced in yellow and white laundry soaps, toilet and potash soaps, rubber, cork and linoleum cements, etc., desires position. Address Box 723, care Soap.

Soap Maker and Chemist with many years' experience making all kinds of laundry and toilet soaps, seeking change. Good references. Can take complete charge of manufacturing. Address Box 724, care Soap.

#### WANTED

Young Man—With actual experience in soap boiling and crutching for progressive western factory. Give full details of education, experience, age, and whether married or single. State salary expected. Address Box 715, care Soap.

Sales Manager—Wanted by well known progressive soap manufacturer in Middle West. Executive to take charge of laundry soap sales. Communicate with full details to Box 719, care Soap.

**Wanted**—Small soap plant or equipment in the metropolitan area. State details fully. Answer Box 711, care *Soap*.

# LIQUIDATION

Surplus Equipment from H. K. Mulford Co. and Sharpe & Dohme, Philadelphia.

Among above is offered:

- 20—Tablet Machines (pulley driven) for tablets up to 1½" dia.
- 4-Para block Foot Presses.
- 6-Dry Powder Mixers.
- 4-Trough Mixers (some jacketed).
- 20—Copper, Aluminum and Enameled Kettles, some agitated.
- 3-Sharples Centrifuges.
- Miscellaneous: Pumps, Tanks, Office Equipment, Machine Shop Equipment, Etc.

SEND FOR COMPLETE LISTS

# SOAP MACHINERY SPECIALS

- 1-Soap Chip Dryer, with Chilling Rolls, 1500 lbs.
- 3-Dopp & Doll Vert. 1000 and 1500 lbs. Crutchers.
- 5-Foot Presses for Soaps and Deodorizing Blocks.
- 2-Jones & Ralston Automatic Presses.
- 8—Dopp Kettles, Open and Closed.
- 1—Ernest Scott Glycerine single effect Evaporator, complete with vacuum pumps.
- 8—Cast Iron 12, 18, 24, 30, 36 inches square, Shriver and Sperry Filter Presses.
- 50-600 and 1200 lbs. capacity Frames.
- 2-3 roll Huber and H. A. Stone Mills.
- 1-4 roll Rutchman Stone Mill.
- 4-Nos. 1, 2 and 3 Meade Mills.
- 1-Powder Crusher.
- 2-6" Single and Twin Screw Plodders.
- 2-Broughton Mixers.
- 1-American Soap Wrapping Machine.
- 2-Slabbers, 600 and 1200 lbs. Hand and Power Driven.
- 10-Rotary Soap Pumps-1 to 4 inches.

BLOWERS—EXHAUST FANS—ENGINES—STEEL AND WOOD TANKS — PUMPS — STORAGE TANKS—MOTORS—CONVEYORS—ELEVATORS—COPPER, ALUMINUM AND IRON KETTLES—ETC.

Send for Complete List!

We buy and sell from single items to complete plants

# STEIN-BRILL CORP.

25 Church Street

PHONE!

New York City

WRITE!

Phones-BArclay 7-4850-1-2



# SECURITY plus!

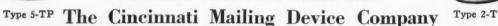
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# CIN-MADE FIBRE CANS

Made in many styles, sizes and colors

Let us discuss your packaging and shipping problems with you, whether large or small,—and send you samples and prices.

CIN-MADE SERVICE Is Nation Wide



294 EGGLESTON AVENUE

Fibre Can and Tube Specialists Since 1902

CINCINNATI, OHIO



# SOAP DIES AND MOULDS



Makers of soap dies and moulds for Toilet Soap, Laundry Soap and Deodorizing Blocks. Automatic and Foot Press Dies. Hand Stamps and Panels of all kinds. We also repair old Dies.

I. SCHWARTZ
ENGRAVING and DIE WORKS
38-44 West 21st St. New York

Telephone Watkins 9-0094

The New Morrison when completed, will contain 3,400 rooms

TALLEST Hotel in the World Forty-Six Stories High



Chicago's

# MORRISON HOTEL

Corner Madison and Clark Sts.

Closest in the city to offices, theatres, stores and railroad stations

1,950 ROOMS NOW 500 BEING ADDED

—all outside, with bath, running ice water, telephone, bedhead lamp, radio set and Servidor.

**RATES, \$2.50 UP** 

# FLY SPRAYS

READY TO SELL VERY EFFECTIVE

CHEAPER THAN MAKING YOUR OWN

By varying the perfume we can give you an individual product.

Write for Prices.

COAL TAR AND PINE DISINFECTANTS

CRESOL COMPOUNDS

CHEMICAL COMPOUNDING CORP.

262 Huron St.

GReenpoint 9-5585

Brooklyn, N. Y.

#### For Sale

For Sale-Steam jacketed agitator, 6' high, 6' diameter. Capacity 1200 gallons. Motor and chain driven. Motor 71/2 H. P. Vertical agitator completely jacketed. Charged only on one occasion. Practically new and absolutely perfect in every detail. A bargain for cash. Address Box 709, care Soap.

For Sale-One Empire State press. Excellent condition. \$75.00. Address Embree Manufacturing Co., Elizabeth, N. J.

Soap Formulas-I am offering the formulas of the late J. A. Kyle, who for over 35 years was connected with some of the largest manufacturers of soaps, etc., in this country. Personal services will be given if required. Address W. E. Wilkinson, 174 Vreeland Ave., Rutherford, N. J., or western agents, A. E. Starkie Co., 1 No. Crawford Ave., Chicago, Ill.

#### Miscellaneous

Cash for Surplus-Specialties, Soaps, Oils, Waxes, Gums, Dyes, Solvents, Metals, By-Products, Residues. Confidential services when required. Chemical Service Corp., 38 Park Row, New York, N. Y.

Manufacturing Chemist with many years experience in soap and allied fields wishes to purchase substantial interest in established factory where services may be used to advantage. Will also consider partnership with sales organization experienced in this field. Box 721, care Soap.

Sales Agent-Man with good following in the South, with headquarters at New Orleans, is in a position to handle an additional line selling to manufacturers of disinfectants, insecticides, soaps, toilet goods, and allied products. municate with Box 722, care Soap.

Bath capsules, imported for medicinal purposes, have been held dutiable at 25% as medicine, rather than at 75% as toilet preparations, in a decision of the U.S. Court of Customs and Patent Appeals, in spite of the fact that the testimony of physicians showed the capsules to have no therapeutic effect. The article involved consisted of sodium carbonate, salt, pine-needle oil, water and fluoressein, and was sold under the name, "Pine-Ex Bath Capsules."

# for manufacture of

HAND SOAPS PASTE SOAPS NE SCRUB SOAPS POLISHES LIQUID BASE



Perfection Crutcher with Engine Drive

and other soap and allied products

the HUBER all-purpose PERFECTION CRUTCHER

Belt, Engine

or

Direct Motor Drive

If you need a piece of new equipment, let us discuss it with you.

# HUBER MACHINE CO.

262 46th Street

Brooklyn, N. Y.

We Manufacture

# For The Trade ONLY

Liquid Soap Base Auto Soaps Potash Oil Soap Shampoo U.S.P. Cresol Compound Coal Tar Disinfectants Liquid Soap Pine Oil Soap U.S.P. Green Soap Shampoo Base Pine Oil Disinfectants Insecticides

Ask for samples of these specialty bulk products!

HARLEY SOAP CO.

2852 E. Pacific St.

Philadelphia

Where to buy

# RAW MATERIALS AND EQUIPMENT

for the Manufacture of Soaps and Sanitary Products

NOTE: This is a classified list of the companies which advertise regularly in Soap. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "Say you saw it in SOAP."

#### ADHESIVES

Grasselli Chemical Co. Mechling Bros. Chemical Co. National Adhesives Corp. Philadelphia Quartz Co. Standard Silicate Co.

#### ALKALIES

Columbia Alkali Co.
Diamond Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.

#### AROMATIC CHEMICALS

Antoine Chiris Co.
Dodge & Olcott Co.
Dow Chemical Co.
P. R. Dreyer, Inc.
Felton Chemical Co.
Benj. French, Inc.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Magnus, Mabee & Reynard
Merck & Co.
Monsanto Chemical Works
Newport Chemical Works
Polaks Frutal Works
Schering Corp.
George Silver Import Co.
Solvay Sales Corp.
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

#### BULK AND PRIVATE BRAND PRODUCTS

Alpine Chemical Co.
Baird & McGuire, Inc.
Chemical Compounding Corp.
Chemical Supply Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Eagle Soap Corp.
Harley Soap Co.
Koppers Products Co.
Kranich Soap Co.
Edgar A. Murray Co.
Palmer Co.
John Powell & Co.
Ratin Laboratory
Geo. A. Schmidt & Co.
Stevens Soap Corp.
U. S. Sanitary Specialties Corp.
White Tar Co.
Windsor Wax Co.

#### CANS

Continental Can Co. Metal Package Corp. William Vogel & Bro.

#### CHEMICALS

Columbia Alkali Co.
Diamond Alkali Co.
Dow Chemical Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
A. Klipstein & Co.
Mechling Bros. Chemical Co.
Merck & Co.
Monsanto Chemical Works
Newport Chemical Works
Niagara Alkali Co.
Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Joseph Turner & Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.

## COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid oil, etc.)

Baird & McGuire, Inc. Barrett Co. Dominion Tar & Chem. Co. Koppers Products Co. Monsanto Chemical Works White Tar Co.

#### CONTAINERS

(See also Steel Containers)

Bemis Bros. Bag Co. (Bags) Cincinnati Mailing Device Co. (Paper Cans) Sun Tube Corp. (Collapsible Tubes)

#### DEODORIZING BLOCK HOLDERS

Eagle Soap Corp.
Palmer Co.
U. S. Sanitary Specialties Corp.
William Vogel & Bro.

#### ESSENTIAL OILS

Antoine Chiris Co.
Dodge & Olcott Co.
P. R. Dreyer, Inc.
Fritzsche Brothers, Inc.
Magnus, Mabee & Reynard
Polaks Frutal Works
George Silver Import Co.
A. M. Todd Co.
Ungerer & Co.
United Chemical & Drug Corp.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.
(Continued on Page 130)

# Consulting Chemists and Engineers

Specializing in Soaps, Disinfectants, Insecticides, Polishes, Etc.

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130 CLINTON ST., BROOKLYN, N. Y.

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CONSULTATION OPERATION

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"IF YOUR PROBLEMS HAVE ANY CONNECTION WITH SOAP oils, finishing materials, cosmetics, polishes or insecticides, we guarantee to solve them or

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of the

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# ALAN PORTER LEE

Engineer

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Disinfectants tested for germicidal value of phenol coefficient by any of the recognized methods.

Research—Analyses—Tests

# RAW MATERIAL and EQUIPMENT GUIDE

(Continued from Page 128)

NOTE: This is a classified list of the companies which advertise regularly in Soap. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "Say you saw it in SOAP."

#### MACHINERY

Alsop Engineering Co. (Liquid mixing, filling and storage)
Anthony J. Fries (Soap Dies)
Houchin Machinery Co. (Soap Machinery)
Huber Machine Co. (Soap Machinery)
R. A. Jones & Co., (Auto. Presses; Cartoning Machy.)
Mixing Equipment Co. (Portable Mixers)
Proctor & Schwartz (Dryers)
C. G. Sargent's Sons Co. (Dryers)
I. Schwartz Eng. & Die Works (Soap Dies)
Solutionizer Co. (Sudsing Equipment)
Sowers Mfg. Co. (Crutchers)
Stokes & Smith Co. (Packaging Machinery)
Wurster & Sanger, Inc. (Soap, Glycerine, Oil, Hydro plants)

#### MACHINERY, USED

Consolidated Products Co. Newman Tallow & Soap Machinery Co. Stein-Brill Co.

#### METAL CAPS

Anchor Cap & Closure Corp. Ferdinand Gutman & Co. Williams Sealing Corp.

#### OILS AND FATS

Davidson Commission Co. Emery Industries, Inc. Spencer Kellogg & Sons Newman Tallow & Soap Machinery Co. Welch, Holme & Clark Co.

#### **PARADICHLORBENZENE**

Dow Chemical Co. Hooker Electrochemical Co. Monsanto Chemical Works Niagara Alkali Co. Solvay Sales Corp.

#### PERFUMING COMPOUNDS

Antoine Chiris Co.
Dodge & Olcott Co.
P. R. Dreyer, Inc.
Evergreen Chemical Co.
Felton Chemical Corp.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Heine & Co.
E. M. Laning Co.
Magnus, Mabee & Reynard
Polaks Frutal Works
George Silver Import Co.
Ungerer & Co.
United Chemical & Drug Corp.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

#### PYRETHRUM PRODUCTS

(Insect Flowers, Powder and Pyr. Ext.)

J. L. Hopkins & Co.
McCormick & Co.
McLaughlin, Gormley, King Co.
S. B. Penick & Co.
John Powell & Co.
United Chemical & Drug Corp.

#### RAW MATERIALS, MISCELLANEOUS

Darco Sales Corp. (Decol. Carbons)
Franks Chem. Prods. Co. (Stearates)
General Naval Stores Co. (Pine Oil-Rosin)
Hercules Powder Co. (Pine Oil and Rosin)
Industrial Chemical Co. (Chalk)
Merck & Co. (Lanolin and Chlorophyll)
National Adhesives Corp. (Adhesives)
Rohm & Haas Co. (Insecticide Base)
Pylam Products Co. (Lathering Agent)

#### SOAP COLORS

Fezandie & Sperrle Pylam Products Co.

#### SOAP DISPENSERS

Bobrick Mfg. Co. Clifton Chemical Co. Eagle Soap Corp. Palmer Co. U. S. Sanitary Specialties Co.

#### SODIUM SILICATE

Grasselli Chemical Co. Machling Bros. Chemical Co. Philadelphia Quartz Co. Standard Silicate Co.

#### SPRAYERS

American Can Co.
Breuer Electric Mfg. Co.
Continental Can Co.
Dobbins Mfg. Co.
Electric Sprayit Co.
Hudson Mfg. Co.
Lowell Sprayer Co.
Potato Implement Co.
William Vogel & Bros.

#### STEEL CONTAINERS

Niles Steel Products Co. Republic Steel Package Co. John Trageser Steam Copper Works (Pails and Drums) Wilson & Bennett Mfg. Co. (Pails and Drums)

#### TRI SODIUM PHOSPHATE

American Cyanamid Co. Bowker Chemical Co. Grasselli Chemical Co. United Chemical & Drug Corp. Victor Chemical Works Warner Chemical Co.

Liquid Kontakt	Kontakt D. P.
for High Grade Fats	for Low Grade Fats
THE TWITCHELL PR	OCESS COMPANY



# SOAP POWDER

FLUFFY AND HEAVY

Scouring Powder

Detergent

Packed in barrels or kegs.

In bulk to the trade.

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CUmberland 6-3747

# For Economy of Production Mechling's Silicate of Soda

MECHLING BROS. CHEMICAL COMPANY PHILADELPHIA CAMDEN, N. J. BOSTON, MASS.

# STEEL DRUMS

That are built to last!



The BEST
Containers for
LIQUID SOAPS
DISINFECTANTS
CLEANSERS
ESSENTIAL
OILS
VEGETABLE
OILS
CHEMICALS
GLYCERIN
ETC.

30-55-110 gal. sizes

Black, Galvanized, Tinned

Sturdy and long lasting, the Trageser heavy duty steel drum will be carrying your materials to market long after cheap containers have found the junk pile. Order a sample drum.

JOHN TRAGESER STEAM COPPER WORKS GRAND STREET MASPETH, L. I., N. Y.

Special tanks, tubs, pails, etc.

# Bound Volumes of "SOAP"

A few complete bound volumes of SOAP are available at ten dollars per copy. If you are interested it will be advisable to order promptly.

Volume Three, Sept., 1927, through Aug., 1928—2 sets Volume Four, Sept., 1928, through Aug., 1929—1 set Volume Five, Sept., 1929, through Aug., 1930—1 set Volume Six, Sept., 1930-Dec., 1930—2 sets......(\$5.00)

# MACNAIR-DORLAND COMPANY, INC.

136 LIBERTY STREET NEW YORK

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# FLOOR WAX

LIQUID

PASTE

POWDER

# UNDER YOUR OWN LABEL

We print the label

Send for Samples and Quotations

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COrtlandt 7-7670
Factory: 611-617 Newark St., Hoboken, N. J.

New York, N. Y.

# BUY THE CRUTCHERS THAT COST YOU THE LEAST

BE SURE you figure in all the costs. Total up first cost, maintenance expense, and add in a proper allowance for time lost in your plant while crutchers are down for repairing steam leaks, etc.

Then divide this total cost by the number of years you can reasonably expect your crutchers to serve you, basing your estimate upon your experience or the experience of other users with each particular make, to get the actual cost per year of service.

"Actual cost per year" is unbelievably low with Dopp Crutchers; many letters from Dopp users testify to twenty, thirty, even forty years of unfalling service. This dependability is the outstanding Dopp characteristics it is outstanding.

service. This dependability is the outstanding Dopp characteristic; it is one result of cast-in-one-piece design and construction. Since there are no joints, no seams, no welds, no rivets, possibilities for leaks and maintenance expense are reduced to the minimum.

Write us for names of Dopp users near you, so that you can get their experiences at first hand. We shall also be glad to send you Catalog 7-A, describing Dopp Crutchers and Mixers in detail.



Dopp Style "A" Crutcher, used by many leading soap manufacturers.

# OWERS MANUFACTURING CO. MANUFACTURERS OF DOPP EQUIPMENT FOR HEATING, COOLING AND MIXING 1296 NIAGARA ST., BUFFALO, N. Y.

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Boston

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Seamless DOPP Leakless,

F. & S.

Quality Colors

for

TOILET SOAPS
LIQUID SOAPS

# TOILET PREPARATIONS

Long experience enables us to produce colors for all types of soaps.

If you have a shade you want matched send us a sample. We have complete facilities for matching.

Liquid soap colors a specialty—send for samples of F. & S. greens and ambers.

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For Foot and Power Presses

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If You Want to Sell Your DRY CLEANING SOAPS WET CLEANING SOAPS SPOTTING COMPOUNDS RUG SCOURING SOAPS

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Bush Terminal No. 8 Brooklyn, N. Y.

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Special articles . . . news markets . . . patents . . . trademarks . . . technical developments, etc.

Annual Charge-\$3.00

Send Checks to

MacNAIR-DORLAND CO.
136 LIBERTY STREET
NEW YORK



# SUPER-SERVER Soap Dispenser

Manufactured from a solid casting of chrome alloy—beautiful, chrome, satin finish.

Large filling opening-substantial plated cap.

Valve removable—for cleaning or repairing—replaceable for a few cents.

Send \$1.00 for sample—retails at \$2.00.

We manufacture tank equipment, and other types of dispensers—also a complete line of sanitary chemicals, brushes, mops, polishes, soaps and appliances—send for catalog.

## PALMER PRODUCTS, INC.

Waukesha, Wis., U. S. A.

"Adjacent to Milwaukee"

# The D-C Dependable Construction

The best inexpensive soap dispenser manufactured.

Fills without removing or inverting bowl, through large opening—closed with a substantial plated cap.

Round or decagon shaped bowls.

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a profitable side line!

You are always looking for ways to increase your profits. Why not act as RATIN representative in your locality? This proved rat and mice exterminator may be handled along with your regular line of sanitary products at a nice profit.

May we submit complete details?

# The Ratin Laboratory, Inc.

116 Broad Street, New York City

# Use our lists for mailings!

# Augment your trade paper advertising by using our new complete mail and printing service.

We will lay-out and design your printed matter, booklets, circulars, price lists, etc.

We will print them for you complete.

We will fold, enclose, address envelopes, and mail them.

We will give you the most complete distribution obtainable in the soap, sanitary products and allied fields.

We will mail your literature from the best lists in existence, --- lists which have taken over five years to compile accurately, --- live lists which blanket the field, --- lists which are checked, and corrected daily, --- lists which are available only for our exclusive use.

# The mail advertising service is available for reaching the following complete groups only—

- 1. SOAP MANUFACTURERS—all United States makers of toilet, laundry, shaving, liquid, oil, textile and other soaps, also shampoos, cleansers, etc.
- SANITARY PRODUCTS MANUFACTURERS—all makers of disinfectants, fly sprays, insecticides, polishes, theatre sprays, deodorants and allied products in the United States.
- 3. JANITORS' SUPPLY TRADE—all leading distributors in the United States.
- OIL AND FAT INDUSTRIES—The plant and technical men of the fat, oil and soap industries.
- 5. HARD SOAP MANUFACTURERS—Makers of toilet, laundry bar, chip, powdered, scouring and allied soaps.

# Important Points—

- 1. All mailings made direct by us to Post Office,-no other way.
- 2. No lists are for sale, or will be sold under any circumstances.
- 3. No picked lists of special groups are available except those enumerated above.
- 4. Business originating and coming through bona fide advertising agencies will be subject to our usual agency commission of ten per cent.

Mail Service Department

Mac NAIR-DORLAND COMPANY, Inc., 136 Liberty St., New York

# DO YOU KNOW

that . . .

the knowledge acquired by our years of experience in working with—and solving—the problems of soap perfumery, is at your complete disposal? Coupled with this, is the added feature of a completely equipped and modern perfume and research laboratory, constantly working in the interests of our customers, new and old.

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SOAPMAKERS' OILS
BASIC RAW MATERIALS

IONONES

ODANOL (Technical) VIOLAE (Pure)

METHYL IONONES
IRISZONE "S" (Technical)

IRISZONE (Pure)

and ...

We have a most complete series of soap perfume odors—including Unco Sapodors—all specially tested and classified as to their utility for incorporation in your products.

A letter or telephone call will bring you an Ungerer representative with samples and complete information as to their application.

# UNGERER & CO.

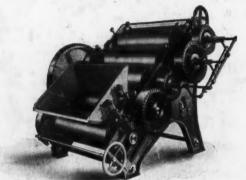
13-15 West 20th Street

# HOUCHIN SOAP MACHINERY

American

# Mills and Plodders

American Toilet and Flake Soaps



5-Chilled Iron Roll Mill



4-Roll Mill

HLLS with three, four or five Granite or Chilled Iron Rolls. PLODDERS with two and one-half, four, six, eight, ten or twelve inch Screws.



10" Plodder

Our chilled iron rolls are made by the WORLD'S LARGEST MANUFACTURER of rolls and are considered the BEST OBTAINABLE — MACHINED INSIDE

AND OUTSIDE. Mills are made with extra large shafts, bronze bushed oil-tight bearings, heavy cut cast iron gears with herring-bone driving gear and pinion.

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Invites Your Inquiries!

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NEW JERSEY

HOUCHIN SOAP MACHINERY

